

TRANSFER & STORAGE

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Keeping Down the Fire Insurance Rate.

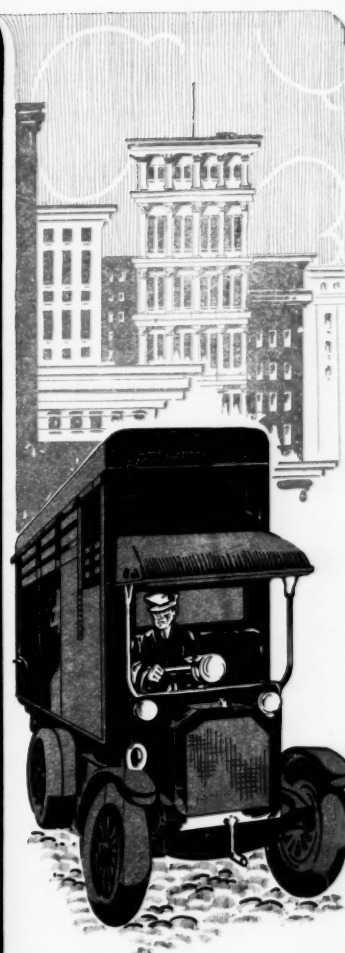
Horse Costs in Boston

Fighting Public Utility Control in Washington.

Interesting Discussion at N. Y. F. W. A. Annual Meeting.

Terminal Regulations in New York Harbor.

Transfer and Storage Men Banquet at Grand Rapids.



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TRANSFER & STORAGE



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TRANSFER & STORAGE

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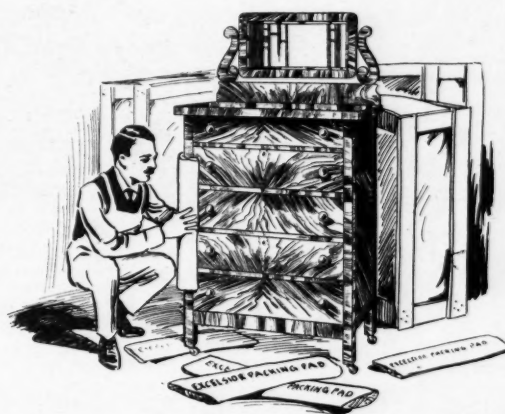
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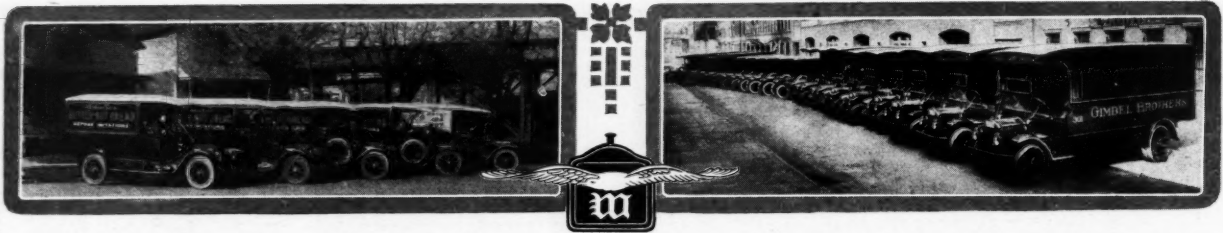
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TRANSFER & STORAGE

PUBLISHED MONTHLY

Volume XIV.

PITTSBURGH, PA., MARCH, 1915.

NO. 3.

Out in the State of Washington, the storagemen are fighting against public utility control of warehouses. This is somewhat contrary to our expectations. We always thought that public utility control was something to be looked forward to with pleasure by the warehousemen. There was a report current a month ago that the warehousemen of Indiana wanted to be under the control of public utilities. This proved to have no foundation in fact, being just a rumor. But wouldn't it be better to be prepared for public utility control? In California the warehousemen have lost money because they were wholly unprepared for public utility control when it was suddenly and unexpectedly thrust upon them. How would it be to have the warehousemen draw up a bill, voluntarily putting themselves under public utility control, but drawing up the bill themselves so that it would contain no clauses that would be unfair?

* * *

In the February number of TRANSFER & STORAGE the opinions of two traffic experts of Chicago were given, setting forth the supposed advantages that union terminals would give to the city of Chicago. In this issue the other side of the case is given by President Brown and Secretary Waage of the Chicago Cartage Exchange. In their letter, Messrs. Brown and Waage state that the principal cause of traffic congestion in the loop district in Chicago is because vehicles are permitted to stand there an hour when not attended and all day when attended. We note that since then the city council has passed a ruling forbidding any unattended vehicle to stand more than 30 minutes in the loop district. There's a reason.

* * *

Frank Shellhouse of Indianapolis, in a letter to TRANSFER & STORAGE, says that the ordinance proposed in that city under which household removals would have to be reported to the police, was declared unconstitutional. It would be very unfair to put this extra burden on van owners. It would cost perfectly good money to render such a service to the installment houses and beside it would do much toward making the public lose confidence in the van owners.

* * *

John F. Cozens, superintendent for the Horse Wat-

ering Stations Department of the Women's Pennsylvania Society for the Prevention of Cruelty to Animals is sending out the announcements for National Horse Tag Day for 1915. The date set is June 7. Mr. Cozens is anxious to have the national co-operation of the team owners' associations and cartage clubs in this work this year. Last year Philadelphia and San Francisco were the leaders in horse tag day work. Mr. Cozens states that he has been asked why the various local associations cannot carry on this work independent of the Humane Society. They can, but why not co-operate with the Humane Society and make it a real occasion?

* * *

There was an interesting discussion at the New York Furniture Warehousemen's Annual meeting in New York City on January 18 in regard to inter-city removals by motor vans. It was the consensus of opinion that the present rates are too low. Having loads both ways is a great advantage as it cuts the expense in half. It would certainly be to the advantage of the warehousemen in the various cities if they could get together with those from nearby cities and establish mutual clearing houses so that loads both ways could be obtained as often as possible.

* * *

Business generally seems to be picking up, as the white-wing said, slowly but surely picking up. For the first week of March there was a trade balance from foreign countries of over \$25,000,000 in favor of Uncle Sam. Before the war started the balance of trade was all the other way. Our business is picking up. How about yours? Reports of excellent prospects for the spring season in both moving and storage lines come from Chicago. Maybe they're all leaving town, but we doubt it. The fact remains that business is getting better all the time and the outlook should be for a good business year. Do you remember our editorial last November "Will We Have More Than Peace to Be Thankful For?" Can't we say "We told you so?"

* * *

Judging from the personal notes in the "News from Everywhere" columns this month, the weather in Chicago during March and April is anything but pleasant. Then too, those California Expositions are certainly enticing.

News of the Month-Past and Present-in Picture.



Among the Associations

A Brief History of Kansas City Local.

The Kansas City Team Owners' Association, now the Kansas City Team and Motor Truck Owners' Association, was organized in 1902, its membership at that time being limited to transfermen. The prime cause of the organization of the association was labor trouble and after the labor trouble had been settled up the members began to lose interest. Recognizing the need of a team owners' association in Kansas City and desiring to make it as strong as possible, amendments to the by-laws were passed, by which any owner of teams, no matter what his business, was eligible for membership.

The association immediately began to grow, and it is now one of the strongest associations in the National Team Owners' Association. With the advent of motor trucks the association faced the question of losing some of its best members who had given up horses and were using motor trucks exclusively. Accordingly the name of the organization was changed to the Kansas City Team & Motor Truck Owners' Association and the by-laws again amended to include any owner of motor trucks or a motor truck dealer. The membership was then increased from sixty-five to ninety.

The association has gained so much prestige in municipal affairs that it is now in a position where it can dictate the kind of paving and repairs, etc. It is expected that fifty more members will be added during the coming year.

Annual Banquet in St. Louis.

The annual banquet of the St. Louis Team Owners' Association was held on Saturday, January 30, at the Planters' Hotel. Between fifty and sixty members and their guests assembled at 8 o'clock in the parlor balcony and at 8:30 were escorted to the banquet hall by Hupp Tevis, the toastmaster.

After all were seated the toastmaster announced that he had received word that Mayor H. C. Kiel had notified him that he had another engagement and could not be present at the banquet until later. After the menu had been served, the toastmaster again took the floor and called upon the speakers of the evening. Frank F. Tirre was the first speaker. He addressed those present on the faithful work that had been done by the former presidents of the association, particularly Edwin Weber, who had served 2 years. He then presented Mr. Weber with a handsome pair of cuff buttons, on behalf of the association.

Mr. Weber thanked the members of the association for their kind remembrance in a neat little speech, befitting the occasion.

By that time Mayor Kiel had arrived. In his speech the mayor touched upon the proposed traffic parkway and asked for the co-operation of the Team Owners' Association with Director Talbert of the city street department. The mayor invited the members to call upon him whenever they had any suggestions to offer. The mayor was extended a unanimous vote of thanks.

The Hon. Judge Hogan was then called upon by the toastmaster. The judge stated that he was not very well versed in the teaming business, the nearest he had ever come to being a teamster being when he drove a yoke consisting of a bull and an ox, trailing logs in the mountain country.

He told how, one day after an all-night rain, the ground being very slippery, somehow the log slipped over an embankment and pulled his ox and bull over with it. After he had looked the damage over he found the bull was so badly crippled that he was ordered to shoot him. After that accident he made up his mind to go to the city and study law and ever since then he had been shooting the bull.

The judge spoke of the need of more terminals in the city, thus cutting down the haulage distances. He advised the members to instruct their drivers in the various traffic rules.

Mr. Talbert of the street department was introduced. He spoke of the one-way traffic rules now in effect on downtown streets and alleys, and outlined the effect that the one-year old rule had had upon downtown traffic. He explained how the traffic had increased on some streets and decreased on others. He closed by thanking the association for its co-operation in the past.

Mr. Slater and Mr. Polito, both of Mr. Talbert's staff, were called upon and made brief addresses. Mr. Polito took up the subject of soft roads, urging the team owners to instruct their drivers to avoid making ruts in them.

Farwell Walton then told of a recent experience of his own. He said that he had had suit brought against one of his drivers and asked for the backing of the association. The driver had a package to deliver and when he asked for the 25 cents charges the woman refused to pay. The driver informed her that he could not leave the package unless the charges were paid, when all of a sudden his team started away. He dropped the package and went to catch the team. When he returned he found the woman sitting on the package. She refused to give it up. He gently lifted the woman off the package and regained possession of it, whereupon she decided to pay the 25 cents charges. Since then the driver has been arrested and suit brought against him. Mr. Walton was offered the support of the association.

Hy. W. Weisheyer arose and asked the toastmaster if he would allow the president to entertain a motion. The privilege was granted and Mr. Weisheyer moved

that C. M. Talbert, Director of Streets for St. Louis be elected an honorary member of the St. Louis Team Owners' Association. The election was made unanimous. The meeting then adjourned, the occasion having been a great success.

H. J. KUEFFERT, Secretary.

Will Hold Night Meetings.

The last meeting of the Chicago Cartage Exchange was well attended and a great deal of interest shown in the developments of the past month. It is probable that the opening of spring will see a steady increase in attendance and interest in the meetings, and it is the intention to hold some night meetings.

There is a proposition on foot to erect a bascule bridge over the river on LaSalle street, and a committee of the Exchange has been called upon by the subcommittee of the City Council upon the matter. The proposed bridge is very much needed to take care of the heavy traffic in the north of the city and will be of great benefit to the cartage contractors.

Early in February that phase of the hearing before the Interstate Commerce Commission Examiner, pertaining to the local freight tunnel and lighterage charges in the case in which the western railroads are asking for increased rates, came up for hearing. Several local cartage contractors were placed upon the stand and testified, and the general feeling is that the cartage man's part of the case has been well covered. The business of these two local transportation concerns is hauling formerly done by the cartage contractor, but which of late years has been controlled by these companies, who receive their pay from the railroads, the principal beneficiary being the large shipper who is able to get his goods taken to the railroad without cost to himself, thus depriving the cartage contractor of business naturally belonging to him, and being greatly in favor of the large shipper. The railroads should be free from this burden and allowed to use more of their income where it is so much needed, in improving local service. The outcome of this case will be of great interest to the Chicago cartage contractor.

The routine work of the association is progressing smoothly. Business has been slack, but there seems to be an improvement lately. Considerable interest has been taken in the various police regulations and proposed ordinances lately, which are calculated to better traffic conditions in the busy part of the city, and the Exchange is keeping close tab on the matter all the time. In this, more than in anything else, is shown the effectiveness of organization work over that of individuals. The representatives of the Exchange and its committees have received great consideration from public officials in these matters.

At the last meeting of the city council, March 1, an

ordinance was enacted prohibiting the parking of vehicles on the streets for more than 30 minutes in a specified district, the object being to do away with some of the congestion in the down-town district. What the result will be remains to be seen, but it is a fact that standing vehicles cause much more congestion than moving ones.

CARTAGE EXCHANGE OF CHICAGO.

Effect of War on Exports of Horses.

During the 4 months September to December, 1914, inclusive, about 75,000 horses were exported from the United States. In addition to these several thousand more have been purchased for export by the agents of the warring nations. It has been feared by some that there would be such large numbers exported as to cause an acute shortage of horses in this country. There is, however, no apparent immediate danger of this.

The 1910 census gave 3,182,789 as the number of horses not on farms. There has probably not been any appreciable decrease in that number since then. That number added to the 21,195,000, the number estimated by the Department of Agriculture, on farms January 1, 1915, makes a total of over 24,000,000 horses in this country, and we could sell two or three times the number already exported without there being an appreciable shortage of work horses. Three times the number exported during the last four months of the past year, or 225,000, would be less than 1 per cent of our horse stock. Furthermore, the kind of horses which have been purchased are for the most part very mediocre animals, which would ordinarily sell for less than \$100 per head and are a class of which we can well afford to be rid. But a small percentage of the animals exported are mares and most of these are doubtlessly either old mares or non-breeders.

The big demand for horses will probably occur after peace has been declared. At that time the countries now at war, with the exception of Russia, will no doubt be very short of horses for their agricultural and other work. According to the best information obtainable European Russia had, prior to the outbreak of the war, about 25,000,000 horses, and is the only country having more horses than the United States. This country and Russia together have 50 per cent of all the horses in the world. The world's stock is estimated to be about 100,000,000. A very large number of the horses in Russia will be destroyed in the war and the remainder will no doubt be needed by Russia for her own agricultural and other work.

The demands on this country, which has one-fourth of the world's supply of horses, will, therefore, be large and will probably continue for a number of years, for the rehabilitation of the depleted horse stock of any country is a slow process.

By G. A. BELL, Senior Animal Husbandman, Bureau of Animal Industry U. S. A.

Amalgamation of New York Team Owners.

An organization meeting of the Horse and Vehicle Owners' Board of Trade was held at the Imperial Hotel, New York City, on Wednesday, February 10, 1915, in the red room of the hotel. The richly furnished room was a very appropriate place to launch an organization with the comprehensive plan and scope outlined by the speakers. The meeting was opened by the temporary chairman of the organization, Tobias A. Keppler. Mr. Keppler apologized to the Van Owners' Association and the Coach Owners' Association because the organization meeting was held the same evening they held their regular meeting and explained that this was purely accidental. In a speech lasting about 30 minutes, Mr. Keppler outlined the objects of the organization and made it clear that the persons acting in the formation of the organization were not committing themselves to any definite program and would not until after the organization was incorporated and the officers elected and the by-laws adopted. He pointed out that there were innumerable things that made it imperative for the horse and vehicle owners in New York City to have one powerful organization. The point was emphasized that the small organizations did the work through the members and that it is hopeless to accomplish valuable results. To begin with, it is impossible for the members to give the necessary time to the work and besides it is impracticable to expect them to be posted on every little matter that occurs and to be constantly trained so that they will be experts and thus improve conditions. This can only be done by men who are salaried employees who will devote their time exclusively to the work. No man attempts to run every part of his business. Salaried employees, supervised by the executive committee of the organization can accomplish better results than the uncertain results of men in the business.

The plan and scope as outlined by Mr. Keppler is very comprehensive. The board of aldermen, the Legislature of the State and even Congress can all legislate in matters affecting horse owners. The question of a tariff on a ferry between New York City and New Jersey is a matter that may cost horse owners in the aggregate a vast amount of money. There are quite a number of matters that Congress may legislate upon. Horse and vehicle owners are under the jurisdiction of the Police Department, Health Department, Building Department, Bureau of Incumbrances, Agricultural Department, License Bureau, etc., and the rules in many respects may be arbitrary, whimsical and capricious. An organization must take care of the interest of the members in all these matters. Traffic regulation is an important matter that requires adjustment. The question of the receipt and delivery of merchandise is important to horse and vehicle owners. To prevent glanders, the city has closed up all the troughs, but they should in

their place put in pumps with a non-freezable arrangement. There is a movement on foot to limit the size of vehicles. It has been proposed that the Humane Societies receive a stated sum of money from the city instead of being interested in any fines. Drivers should have identification cards so that they may receive a summons instead of a warrant in case of arrest. Many valuable shipments have been delayed by improper arrests. Some action should be taken to protect New York horse owners who claim they are arrested in New Jersey and fined \$25 and costs and in addition must pay a fee to a livery stable when the only crime they have committed is that they have New York signs on their wagons.

There is always something new that requires adjustment. Everybody has their own peculiar experiences. It is contemplated to have a Bureau of Records and Sanitation so that precedents may be had for anything that interests horse owners and it is proposed to have an official journal air the grievances of members.

It was pointed out that the Third Avenue Railway Co. advertised in its cars that they had given passes to police officers and yet during the snow storms the horse and vehicles were permitted on the tracks despite the fact that the company makes the street along side of the car tracks impassible for horses and vehicles. It is contemplated employing a force of detectives to eliminate the larceny of horses, vehicles and merchandise from vehicles and to never let up or give immunity to a criminal for the return of stolen property. It is proposed to form an employment agency and to eliminate dishonest employees. It is proposed to educate the drivers to take humane and proper care of animals and property.

Questions of mutual insurance in accident cases, compensation cases and other insurance cases were gone into at length. Mr. Keppler said that premiums would be about one-third of what they are now in mutual insurance. The organization is not to engage in business of any kind, but to promote such friendly intercourse that the members will be able to work out business arrangements.

In most matters, the interest of horse and vehicle owners are alike but wherever any business requires any special needs, they will have the use of the organization's meeting rooms, employees, etc., without any extra charge and will thus maintain their separate section or division. The organization will enable every horse owner to be paid a good price for his manure. Veterinaries and emergency stations may be planted all over the city. Arrangements may be made with mercantile concerns to allow members discounts in everything they buy. This is just a suggestion of the limits along which the organization is to work. Some of the largest horse and vehicle owners in the city have evidenced their

intention of joining and an application has been made to incorporate the organization, which petition has been signed by the following gentlemen:

George P. Carroll, Charles F. Coppins, Oscar C. Brunner, Isaac Goldberg, John L. Lynch, Thomas F. McCarthy, Joseph A. Collins, Edward S. Crawford, Ralph W. Charlton, William Fox, William C. Davis, Thomas Lynch, Herman Stark, Earl Vogel, W. H. Rankin, Simon Hess, Thomas J. Stewart, John Abel, M. C. Lowden, Tobias A. Keppler, Louis Brenner, George C. Daniels and Joseph K. Orr.

The promoters of the organization have original plans for increasing the membership and prophesy a membership of 1,000 before the end of the year. Mr. Goldberg, president of the New York Team Owners' Association was very enthusiastic. He made a very interesting address urging all horse and vehicle owners in the city to belong to this organization which he said was going to be a live one because it was organized along lines that are a new departure and he felt sure it would be a success. Talks were also made by Mr. Hess, of the American Transfer Co., Mr. Carroll, of Fuller's Express, Mr. McCarthy, of E. H. Gallagher Trucking Co., and Mr. Coppins, of Coppins Express.

Any horse and vehicle owner in New York City desiring to join may communicate with the temporary secretary, R. B. Fein, 701-7 Woolworth building, New York City.

New York City and Chicago are about nip and tuck as far as the amalgamation of the various associations of horse owners are concerned. Recent reports from Chicago indicate that the local organizations such as the Chicago Cartage Exchange, the Chicago Commission Team Owners' Association and the Expressmen's and Furniture Movers' Association, etc., are getting together to organize an association similar to the Horse Owners' Board of Trade, whose organization has been completed in New York City.

Fighting Public Utility Control in Washington

The Seattle, Washington, port commission is conducting an unusual campaign to defeat senate bill 78, which provides for a complete regulation of storage depots and warehouses. The commission is unalterably opposed to having its rates and charges reviewed by the public service commission and to submit to any regulation which would make it possible for the large properties to pay operating expenses as the people believed they would when the act was passed.

One result of the flood of telegrams and letters received from the port commission or its agents has been to stimulate the study of Seattle's port problem by the legislators. Senate bill 78 is now on the senate calendar.

In 1911, when the port district act was passed, provision was made for a review of the rates and charges by the public service commission. No other plan was considered at that time. Two years ago the agent of

the Seattle port commission came before the legislature with the request that it be permitted to correct a few technical errors in the port act. Under this plea the entire act was redrafted. Instead of changing commas and correcting spelling, the new act provided that the rates of the port commission should not be subject to review or appeal either to the public service commission or to the courts.

The bill now before the senate is designed to create complete regulation of all storage depots and warehouses in first-class cities. Years ago hay and grain warehouses were placed under the supervision of the public service commission. Docks and wharves receiving freight for water transportation are under the public service commission, but storage depots and warehouses, not on the water front, are under no public supervision.

It sometimes happens that in large cities, fly-by-night concerns engage in the warehouse business. Citizens leaving the city for a long time store their household goods with them and returning learn that the firms have failed through mismanagement and that the owners are bankrupt. It is generally conceded that the public should have some measure of protection against these irresponsible concerns which would insure the return of the goods upon demand.

The bill provides that every warehouseman must obtain a license and give bond for the protection of the public. Under the present law, the port commissioners of Seattle could take 1,000,000 pounds of freight for storage at 1 cent a ton and all the cost of handling it must be borne by the people by direct taxation. This condition in the law would not only leave it within the power to bankrupt every other warehouseman, but to bankrupt the taxpaying part of the public as well. Not only would the cost of operating fall upon the people, but the interest charges on maturing bonds must be paid by direct tax.

S. B. No. 78 before it was introduced in the legislature was submitted to the public service commission, which body gave the measure its unqualified approval.

Minnesota Warehousemen Favor Public Utility Control.

At the February meeting of the Illinois Furniture Warehousemen's Association, C. C. Stetson, president of the Fidelity Storage & Transfer Co., of Minneapolis, Minn., told how the warehousemen of Minnesota had gotten together recently and had approved of the work of their executive committee in preparing a bill based on the law now in force in Illinois by which the warehouse business in Minnesota will be supervised by the Railroad and Warehouse Commission of the State. The Minnesota warehousemen will endeavor to have this bill passed by their legislature.

The bill differs somewhat from the Illinois law, features which are detrimental to the best interests of the warehousemen being eliminated. As drafted, the bill provides that all branches of the warehousing business

with the exception of cold storage will be put under the supervision of the Railroad and Warehouse Commission, which corresponds with the public utilities commission of Illinois.

"We figure that the commission will be desirous of making the lines of business of which it has supervision, stable and substantial and recognized institutions, or helping them to become so, and discouraging the irregular, informal and in-for-a-few-months institutions that have no substantiality," said Mr. Stetson.

Moores & Dunford Open Bonding Department

The storage warehouse business is just beginning to assume proportions which indicate its future importance. Many new warehouses have been built during the past year. Old non-fireproof buildings have been replaced by modern fireproof structures and new buildings, conforming with the advanced ideas in construction have made their appearance where none existed before. And yet, the field that remains is almost unlimited. In most of the larger and older cities, the warehouses for merchandise and household goods are for the most part old loft buildings, but little changed from their original form. The owners of these buildings would gladly replace them with modern warehouses were a way clear to them by which they could finance such a project.

In order to assist their clients who desire financial aid in replacing old buildings with more modern structures or in putting up new buildings, Moores & Dunford, the well-known warehouse architects of Chicago, have opened a bonding department, the plan of which is purely co-operative.

Charles H. Moores, of Moores & Dunford, is personally known by warehousemen everywhere, especially among the members of the various associations. He is an honorary member of the Southern Furniture Warehousemen's Association. For 4 years he has been making an exhaustive study of fireproof warehousing, and has evolved many new ideas and worked out many plans by which the greatest possible return may be gotten from a storage warehouse building. The men for whom Moores & Dunford have put up warehouses do not hesitate to recommend them to other warehousemen, and among these men are some of the best-known warehousemen in the country.

The primary object of the new bond department will be to make loans to the firm's clients. Applications for loans will be accepted from clients on a basis of 50 to 60 per cent of the total cost of the building, plus the established value of the ground. The valuation of the ground will be subject to the firm's verification of the owner's set figure.

In considering applications for loans, the firm will be in a position to accurately determine the extent of the loan which the equity and business of the client will justify, because Moores & Dunford will have expert knowledge of the exact cost of the building and also be in possession of many facts relative to the earning ca-

capacity of the client's business at the time of the application as well as the prospects for increased business with the new plant. The ordinary banker or bond house cannot obtain such information with accuracy.

At present, Moores & Dunford have contracts for about \$4,000,000 worth of work in warehouse construction, and about 75 per cent of this is in need of financial assistance. Many of these clients have been unable to secure loans owing to conditions arising out of the European war or because they are obliged to deal with banks, bonding companies or private individuals who are not familiar with the warehouse business.

Moores & Dunford are placing on sale \$500,000 worth of 7 per cent guaranteed preferred stock, which will also participate in the profits of the bonding department over and above the 7 per cent guaranteed. The entire amount of paid-up capital of preferred stock will be used only for making loans on real estate security. There will always be in the bank the total amount of paid-up stock, or duly executed and approved bonds for its equivalent, plus the surplus. These bonds will bear the prevailing rate of interest and will be disposed of to the investing public at large.

It is the intention of Moores & Dunford to make this a high-grade security which can safely be accepted by the warehousemen, their friends or the general public as an investment for trust funds or savings.

Warehouse Loses Appeal on Taxes.

The County Board of Taxation at Newark, N. J., has sustained the City Tax Board of Newark, which had refused the appeal of the Newark Warehouse Co. for a reduction of the 1914 assessment on its personal property from \$500,000 to \$16,676.58. It is probable now that the company will carry its appeal to the State Board for the Equalization of Taxes. John Van Dorn, manager of the warehouse, said that the company had only \$16,000 worth of goods in the building on May 20 last. He said that the other general merchandise did not belong to the company, but that it probably amounted to between \$2,000,000 and \$3,000,000.

George Holmes, counsel for the warehouse, declared that the company would lose its clients if it submitted lists of the owners of the goods. He pleaded that the assessment be reduced on the ground that the company was not the owner of the goods.

A newspaper dispatch from Lincoln, Neb., printed in the March number of the American Warehousemen's Association "Bulletin" states that a bill has been introduced in the Nebraska senate which would force storage warehouse proprietors to unlock their doors and allow tax assessors to enter and obtain information for the making up of tax schedules.

Farmers and other owners of horses in New Jersey made their appearance in great numbers at Trenton on March 1, when the Ostrom bill by which horse-drawn vehicles would be taxed in the Mosquito State, came up for a hearing.

Interesting Discussions at New York Meeting.

While the annual meeting of the New York Furniture Warehousemen's Association was limited to a short space of time in the afternoon preceding the banquet at the Manhattan Hotel in New York City on January 18, many interesting things were brought to light in the committee reports and the informal discussions which took place.

The report of the Transportation Committee, of which D. Ed. Dealy, of the Columbia Storage Warehouse of New York City is chairman is of sufficient interest to warrant its publication here below:

"Last year's report of your Transportation Committee referred to the increase of motor vehicles in the furniture warehouseman's business. This kind of transportation has continued to increase during the year. The electric van has received considerable notice at our meetings, particularly at the summer meeting. A special increase in this class of vehicle is noted in New York City.

"Motor van conveyance between New York City and Philadelphia has been developed by concerns of the latter city to a favorable extent for the public; result—from a price of about \$100 a van load to \$50 each way by booking return load. This does not seem adequate for the service. A clearing house plan in either city has not materialized.

"Watering troughs being regarded as a means of communicating the disease, glanders, among horses, a suggestion to have the troughs abolished was referred to the committee. Your committee was divided on this subject. Later a special committee was appointed, and in conjunction with our officers and the co-operation of other organizations, the good results obtained are known and will be reported by the special committee.

"The Motor Truck Club of America is worthy of consideration for the several advantages it offers motor truck users. Laws relating to automobiles have undergone some changes during the year, largely tending to safety of operation. Lights are now required at night on all vehicles. The New Jersey State law as to automobiles is being quite rigidly enforced. On January 1 that State required all automobiles to carry a mirror by which the operator can observe a vehicle to the rear of his own.

"The proposed city ordinance in New York City which would compel the filing each month of the address from which a removal took place has happily died an unlamented death; thus was our report written, but in a modified form this bobs up again, and it has the backing of the Merchant's Association.

"Our members who operate lift vans which are used largely between Europe and the United States, report a minimum business, blaming the prevailing unpleasantness, and though claiming entire neutrality, perverse remarks in several dialects are noted.

"Railroads have been conceded by controlling commissions an advance in their rates for transportation.

"Do New York warehousemen hanker to be taken under the care of a Public Service Commission and have their prices regulated? Would getting under such a protective wing transport us into common carriers? Your committee wishes that transports of joy may be the lot of our members in 1915."

D. ED. DEALY, Chairman.

W. C. Gilbert, of the Harlem Storage Warehouse Co., of New York City, chairman of the Insurance Committee, in his report, speaking of the Workmen's Compensation Law in New York State and its influence on warehousemen stated that he had written to the commission inquiring whether or not the State insurance fund's policy covered liability when men were employed in hoisting or lowering a piano in or out of a window, and had received an affirmative answer.

The committee recommended the State Fund as being the best protection and also the cheapest. He stated that if a sufficient number of the warehousemen would take their compensation insurance in the State fund, a separate class would be created for them as warehousemen and furniture movers. As the warehouseman's and furniture movers' business is one in which the hazard is small and a "catastrophe accident" is almost an impossibility, they would be able to get complete protection at about one-half the cost of the present compensation insurance.

Another matter taken up by the committee was the insurance of goods transported from house to house in vans, and to and from warehouses. This was taken up with the Phoenix Insurance Co., of New York, and a complete insurance plan worked out.

The Phoenix company made a proposition to insure every load handled up to \$500 on any one load at 25 cents per load and to any amount at the rate of 5 cents per hundred for each \$100 above \$500. For example, \$600 insurance would cost 30 cents, etc.

"Now you will say," said Mr. Gilbert, "that this is a very high cost and that it will cost the men that move on an average of four loads per day or 1,200 loads per year, \$300. What will it cost a firm moving 1,200 loads in a year to repair damage done to furniture, such as scratching, breaking, marring and theft? If such a firm is a careful mover, and surely we are all careful movers, the cost would be from \$200 to \$250, and always with the possibility of a much larger loss caused from fire and collision and runaway.

"Let me cite one or two cases of collision: Haugh & Keenan Storage & Transfer Co., of Pittsburgh, paid \$6,000 for a load of furniture destroyed by fire in one of their vans. The Fidelity Storage Co., of St. Paul, paid \$1,800 for the destruction of a load of furniture caused by one of their vans becoming stalled on a railroad

track and a train running into it. These are cases that do not occur often, but when they come they are as disastrous the same as a fire occurring in one of our warehouses. None of us would think of carrying our own fire loss in or on our buildings. Why assume such a loss on our vans, especially when we are sometimes carrying van loads that are worth thousands of dollars?"

The insurance company is planning to offer this insurance policy all over the country. The policy would be restricted to a radius of 25 miles. If the vans are going farther than that an additional premium will be added.

The plan is to issue a blanket policy to the warehouse and it will be checked up the same as compensation insurance payments are checked up at the end of any 6 months' period. Small losses for scratches, marring, etc., would be settled by the transferman with the patron, the transferman being reimbursed by the insurance company. The insurance company is protected in that if at any time up to the eighth month, the warehouseman's or transferman's losses should reach 50 per cent of the amount of his premium he would have to be reinsured and would have to pay an added premium of 50 per cent. After the eighth month, no matter how large his losses would be, he would not have to be reinsured or to pay any more premiums.

Considerable discussion took place on the subject of long distance hauling. C. J. Hamilton, of the Security Storage & Trust Co., of Baltimore, asked about rates for long distance hauling and whether or not a haul of 100 miles or more was profitable.

Louis Schramm, of the Chelsea Fireproof Storage Co. of New York City, informed Mr. Hamilton that the present rate for this kind of work in New York City is \$1 per mile and \$5 for loading and unloading. For a piano \$1 extra is added. "There is nothing in it at less than \$1 a mile," said Mr. Schramm.

B. G. Miller, of Miller's North Broad Storage Co., of Philadelphia, outlined a system under which he works in Philadelphia. He stated that he found by going over the records of about 4 years that a Packard car was good for so many thousand miles at a profit. He took the number of miles that those cars had run and what they had cost him for the length of time they had been in service, and divided it up into cost per mile. He found that they cost him 22½ cents per mile at the end of the first year, 25 cents at the end of the second and 28 cents at the end of the third. This does not include insurance of \$3,000 on the contents.

When they are sent to out-of-town points on long trips men must have expense money. On a 60-mile haul the vans must start early in the morning in order to have them back the same day. Figuring expenses at 25 cents per mile for the car and \$9 or 10 for the men with expenses for meals, etc., a 60-mile haul would cost \$50. At \$1 per mile this would leave a margin of only \$10.

Horse Costs in Boston.

The cost of keeping a draft horse and the cost of operating a business wagon or caravan, would seem to the man not in the drayage or express business a very simple problem, and to many in the business it may also seem simple, but when there is such a disparity of ideas that some of the oldest and shrewdest men in the drayage business in Boston have been known recently to let a high paid driver and pair of valuable horses and caravan, with all the equipment that goes with it, at a price ranging from \$6 to \$7 per day, and where other men in the same line of business, who certainly would not ordinarily be rated as among the more shrewd, are letting a similar team for \$10 per day, it seems as if there must be a woeful lack of understanding in some quarters as to what it costs to run a truck.

There has been so much friendly discussion in the Team Owners' Association among the hundred or more prominent men identified with the trucking trade in Boston, as to what it does cost to keep a horse per day, and as to what the lowest fair working value of a one or two horse truck per day is, that a few men in the business recently invited W. H. S. Jarvis, of Jarvis, Crawford & Co., certified public accountants, to address them and give some of his experiences and observations from auditing different trucking businesses.

Mr. Jarvis spoke to a most interested audience for about an hour and after that stood a running fire of questions, all of which were answered in a good spirit, and evidently with satisfaction to his hearers.

He made a few remarks that certainly were very illuminating to his hearers. Some of these points seemed rudimentary, but the writer was impressed with the fact that many men who have spent their lives in the business, do not, until it is specifically called to their attention, realize what Mr. Jarvis brought out very clearly. To start with, there are 365 or 366 days in a calendar year. A horse, to take the horse as a unit, must be fed, housed, maintained, and cared for during the 365 days, but to get his earning capacity, excepting the unusual occasions of a few Sundays or night work, there should be a deduction of 52 days for Sundays and 9 for holidays (61 days), leaving 304 effective days. This is actually a reduction of 16⅔ per cent, or ⅙.

Further, for illustration, a large drayage business of just 200 horses, must, of course, have from four to six driving horses for the use of managers and foremen in properly directing the work. There are spare horses or sick horses, which would bring the total of productive horses up to about 20, that is 10 per cent. Now, these driving horses must be fed and cared for, as well as the sick horses, and this takes off 10 per cent more from the 83⅓ per cent left, which would leave exactly 75 per cent. Therefore, if it costs, as it does at present, \$19.87 per month to feed a heavy draft horse, and there are 200 horses in the stable, it means an expenditure, at present prices for oats, hay, and other feed, of \$3,974,

and to get the cost of keeping one draft horse effectively in the street per day, divide by the number of horses, and make an allowance for holidays, and this would be 90 cents per horse per day, from which you must not jump to the conclusion that anyone claims a horse actually eats 90 cents worth of feed per day. What it actually eats is 66 cents at present prices, and the rest is added as his proportion of that food eaten by the idle horses, the sick horses, and that proportion of the holiday divided up on the working day.

A two-horse team, where the driver gets \$15 per week, would figure out at the start as follows:

Driver's pay per day	\$2.50
Each horse feed per day in the street (.90)	1.80

Mr. Jarvis then produced a tabulation which he had worked out from a large drayage concern, showing eleven other items, many of which would be brushed aside by a practical man when he figures on the back of an envelope the cost of running his teams by putting in about four items.

Cost of Operating Single and Double Team in Boston.

	1-horse team	2-horse team
Driver's pay per day	\$2.00	\$2.50
Feed per working horse per day .....	.90	1.80
Rent and stable expenses per horse per day...	.31	.62
Shoeing and small repairs per horse per day..	.19	.38
Claims, accidents, tolls, etc. ....	.18	.36
Foremen's and lumper's pro rata .....	.18	.36
Other helpers per horse per day .....	.20	.40
Repairs, harnesses, and painting .....	.13	.26
Manager's or superintendent's salaries per day	.10	.20
Office rent, telephones and clerks .....	.31	.62
Miscellaneous, veterinary, etc. ....	.24	.48
Fire and accident insurance .....	.08	.16
Depreciation for renewals of horses .....	.20	.40
	\$5.02	\$8.54

This figures out \$8.54 for a two horse truck kept up to standard in a good business.

It would seem from the above figures that any man that thought of letting a truck for \$8 a day or less is cheating himself, and if he will look over these twelve items he will claim as he owns his stables, he does not have to pay stable rent, and as he puts his own time in, perhaps, working 15 to 18 hours per day, he is saved manager's salaries; but is that an intelligent way to run a business, and is not the important business of transporting through the streets of a city like Boston millions of dollars' worth of costly goods and the largest amount of wool handled in any city in the world, with the possible exception of Liverpool, worthy of a position that will permit at least a 6 to 10 per cent return on capital actually invested, and a few hours' release from business cares for those employed in this most responsible calling?

Proposed New Jersey Ferry Rates.

Below is given the proposed schedule of ferry rates between New York and New Jersey points, which the Delaware, Lackawanna & Western, Pennsylvania and West Shore Railroads propose to put in effect to cover both horse drawn and self-propelled vehicles.

The Erie Railroad raised its ferry rates between New York City and Jersey City a month ago, but the Hudson County Team Owners' Association of Jersey City protested to the Interstate Commerce Commission and pending the decision of that body, the Erie has suspended the changes in its tariff. The other proposed schedule follows:

Business wagon, sides and rear enclosed, not over 11 feet in length, load not to exceed 2,000 pounds—
 Light or loaded, with one horse and driver15c
 Light or loaded, with two horses and driver25c
 Business wagons, sides and rear enclosed, exceeding 11 feet in length or with load exceeding 2,000 pounds, are charged for at van rates.

	With 1 Horse and Driver		With 2 Horses and Driver	
	L/t.	L'ded.	L/t.	L'ded.
Cart or wagon—				
Not over 11 feet in length and with load not to exceed 2,000 pounds..	15c	15c	25c	25c
Not over 11 feet in length, but with load exceeding 2,000 pounds	15c	25c	25c	35c
Over 11 feet in length and not over 15 feet, regardless of weight of load	15c	25c	25c	35c
Carts and wagons over 15 feet in length, with one or two horses, and carts or wagons of any length, but with more than two horses, are charged for at rates of trucks, drays or skids over 15 feet in length.				

	With 1 Horse and Driver		With 2 Horses and Driver	
	L/t.	L'ded.	L/t.	L'ded.
Truck, dray or skid—				
Not over 15 feet in length	15c	25c	25c	35c
Over 15 feet in length and not over 20 feet	25c	40c	35c	50c
Over 20 feet in length and not over 25 feet	35c	55c	45c	65c
Over 25 feet in length and not over 30 feet	45c	70c	55c	80c
	With 3 Horse and Driver		With 4 Horses and Driver	
	L/t.	L'ded.	L/t.	L'ded.
Not over 15 feet in length	31c	43c	37c	62c
Over 15 feet in length and not over 20 feet	41c	56c	47c	72c
Over 20 feet in length and not over 25 feet	51c	71c	57c	82c
Over 25 feet in length and not over 30 feet	61c	86c	67c	92c

For each additional 5 feet or fraction thereof in excess of 30 feet, and not to exceed — feet in length, an additional charge is made of 10 cents for a light and 15 cents for a loaded vehicle.

For a vehicle with five or more horses, the charge is 10 cents for each horse in excess of four horses, added to the charges above provided for a vehicle with four horses and driver.

Freight vehicles not otherwise classed are charged for at rates for trucks, drays or skids.

Vans, light or loaded, with one or two horses and driver..50c

For each person in addition to the driver,Regular fare
 Auto business wagon, not over 11 feet in length, light or
 loaded, but with load not to exceed 2,000 pounds, and
 operator 25c |

Auto business wagons, exceeding 11 feet in length, or of any
 length, but with load exceeding 2,000 pounds, are charged
 for at auto truck rates.

	Light	L'ded
Auto trucks—		
Not over 15 feet in length	40c	50c
Over 15 feet in length and not over 17 feet	50c	60c
Over 17 feet in length and not over 20 feet	60c	70c
For each additional 3 feet or fraction thereof in excess of 20 feet, and not to exceed — feet, in length, an additional charge is made of 10 cents for a light or loaded vehicle.		
For each person in addition to the operator	Regular fare	

Auto Vans.

Auto vans, light or loaded, are charged for at loaded auto truck rates.

Keeping Down the Fire Insurance Rate.

FIRE destroyed \$235,590,000 worth of property in the United States in 1914! This is a gain of \$9,000,000 over the preceding year, and is a per capita loss of approximately \$2.50 or \$12.50 per family of five. The per capita loss in Europe, as reported by the United States Geological Survey, is only about 50 cents, which shows that a large part of this tremendous destruction, to which every business in the land contributes, is wholly unnecessary and could be prevented. Carelessness and neglect of simple, fundamental principles are largely responsible for it, and carelessness and neglect are being practiced every day in storage warehouses. A large percentage of all fires start from causes which at first thought seem unimportant.

The question then arises, "In what ways are my employees careless, and how can my plant be made safer?" Doubtless there are many ways, some of which have never occurred to you. You have of course provided metal garbage cans with covers for use by the janitors for sweepings, oily material, waste paper, etc., but are the covers being kept on the cans to-day? Here is the cause of great numbers of fires—common dirt and rubbish from floors. This matter is just as dangerous as it is common, and should never be put into wooden boxes or barrels, and when in metal cans it is not safe unless the covers are on. With the cover in place, even though a fire should start from spontaneous combustion, it would go out promptly for want of air to support combustion. Greasy lunch papers, oily rags and waste, used in wiping motors or furniture, should never be mixed with sweepings and refuse, as they are liable to ignite spontaneously. They should be put into small, air-tight waste cans and burned every night without fail.

Old paper should be baled promptly. Scattered about the floors or in boxes or bins it is far more dangerous than in bales.

A metal bin, or a wooden bin lined with lock-jointed tin, should be provided for opened bales of excelsior. The lid should be held by a fusible link in position so that it would close automatically in case of fire. In many cases a proper bin is provided but workmen are allowed to block the lid open with a stick or rope, thus making the automatic attachment useless.

Refuse from circular saws used in making crates, should be cleaned up as soon as possible, and should be burned at once.

Store Packing Material Separately.

Excelsior and excelsior pads in bales are frequently bought in car-load lots. They should not be piled in one of the main storage floors. The safest way is to construct for them a room of brick or terra cotta with a good fire door at the opening. The bales in burning

tend to burst and scatter the contents about, spreading the fire rapidly.

If there are railroad tracks nearby or a siding adjoining the buildings, see that all windows are kept well glazed and either shut or screened. Engine sparks cause many fires by entering broken windows.

If varnishing, etc., are done, all benzine, gasoline, alcohol, etc., should be kept in approved brass safety cans, which cannot spill if upset.

Permit no employees to wash their hands in gasoline, benzine, etc. Safe substitutes are readily obtainable and even crude oil or kerosene is much safer.

The use of so-called parlor matches should be prohibited. Only matches which can be lighted on the box, should be permitted.

The manager or owner should examine all electric fuses now and then to see that employees have not bridged them with copper wire, as this practice is nothing more nor less than tying down the safety valve.

It is of importance that no heating pipes be in contact with woodwork. As strange as it may seem to many, steam pipes are the cause of numerous fires when constantly in contact with floors and partitions, especially if the construction be hollow. The wood slowly becomes carbonized, and is then very readily ignited. Charcoal, that is made at a low temperature, ignites at a low temperature.

Keep papers and rags cleaned out from behind radiators and steam pipes.

Protection for Electric Lights.

All electric lights, which could swing into contact with furniture or cloth coverings, or which can be carried about the room on extension cords, should be protected by heavy metal guards. A great many fires start from failure to protect electric globes. Paper shades on electric lights are dangerous and unnecessary.

If any varnishing or similar work is done, the electric lights nearby should be protected by vapor-proof globes over the regular bulbs. Fires are often started by hot metal or filament from a broken bulb falling into a highly combustible material.

Only fixed gas jets are safe, and wire guards on them make them safer. Movable jets, which can swing into contact with combustible material, are obviously dangerous and should be replaced at once.

Repair broken gas tips promptly.

If gas stoves of any kind are necessary, no rubber feed pipe should be allowed. They must be set permanently on non-combustible bases, at a safe distance from all woodwork, and have metal gas connections.

Keep the top of the boiler and boiler flue clean. The

covering often cracks and dust, sticks, etc., that may be on top are then easily ignited.

Ashes put into boxes and barrels start many fires. Metal cans, flanged to give at least two inches air space between the floor and the bottom of the can, should be used, and even these must be kept away from wood-work.

See that the fireman always keeps the floor clean in front of the boiler. Sparks from boilers fall into sweepings and dirt on the floor and fire quickly spreads to nearby boxes of refuse, causing thousands of dollars of loss each year.

See that there are no nails nor hoods anywhere over steam pipes and radiators, on which workmen can hang their clothes. They are especially liable to do this on rainy days, when they arrive with wet garments. Clothes too often contain matches and, if knocked down onto the pipes, fire is almost inevitable. The writer recently found clothes hanging on the back of a much used door, in such position that, if flirled off in opening the door, they would fall on a hot gas stove.

Spontaneous Combustion from Oily Clothing.

Oily overalls cause many fires by igniting spontaneously when put in a warm place, as when they fall into the bottom of an unventilated wooden locker. Wooden lockers aid fires to spread and well-ventilated metal lockers are much safer. If possible they should stand on concrete floors.

Kerosene lanterns for watchmen are dangerous and unnecessary. Provide electric flash lights and avoid trouble.

Automobile trucks are sometimes kept in the loading area in first floor, and if ever it is found necessary to draw gasoline from the tank of the car, or to have any of it around for another reason, it must be kept in a standard safety can. A Pyrene or similar fire extinguisher should be attached to each automobile and one or two of them on the wall nearby would be a good precaution. In fact, one of these extinguishers should be placed near each electric motor, and a supply of them throughout the property would be a valuable means of fighting fire at its start.

These are a few of the common causes, too often considered unimportant, which help to swell the loss by fire in the United States to the sum of \$500 per minute, day and night, and you will readily observe that they are present in storage warehouses. Most of the contents of warehouses are of a combustible nature and there is plenty of material to support fire.

Construction of Building Important.

A fire having started from such an insignificant thing as a small piece of oily waste, the blaze may be fed and assisted to spread or it may be checked by the construction of the building. Floors, columns, ceilings, walls and partitions of concrete, terra cotta or brick

offer no aid to fire and construction of this nature seldom has blind spaces and sheathed ceilings into which fire can find its way and burn unchecked. Furthermore, the foregoing rules for housekeeping are much more easily carried out with efficiency in a good fire-resistive building with smooth cement top-floors and open ceilings, than in a building with concealed spaces in floors, walls and partitions and with cracks between boards, in which accumulations of dust can gather.

There is good and bad fire resistive construction, and the best of design and workmanship is none too good when a building of this kind is being erected. The recent fire in the Edison plant showed this to be true, many of the columns having failed because of poor design.

Many persons think that, because they have a fire resistive building, fire is impossible; but a building of this type is nothing more nor less than a great stove full of combustible material, which only awaits a spark to start it burning, and some fires in this kind of building tend to show that the heat is largely retained in the room and the temperature thus being higher, the resulting damage is more complete. Serious damage can be done to the building also, as appears from the fact that concrete begins to dry out and crumble at 500 degrees Fahrenheit, and beyond 1,000 to 1,200 degrees steel loses its strength rapidly and at about 1,700 degrees steel becomes unable to support its own weight. A fire of considerable intensity will develop from 1,700 to 2,000 degrees, and under favorable conditions the temperature may reach 2,200 degrees. It is therefore evident that too great care cannot be exercised in the protection of the steel beams and girders and the reinforcing rods. Many of our city building codes require less fire-proofing than fires indicate to be necessary.

Workmanship and Materials.

Workmanship and materials have a great deal to do with the value of fire resistive construction. Terra cotta construction is especially liable to be poorly put up. Concrete and steel expand at about the same rate when heated, but terra cotta has a coefficient of expansion about twice as great as that of steel; and from this, together with the fact that tile expands the more rapidly on the heated side, it is evident that much damage from cracking and chipping may be expected in case of fire in a building with terra cotta floors. When the tile has broken, the protection to the steelwork by the air space is lost.

But the thing that is most important from a fire protection standpoint, in any type of construction, is that the building be cut up into as many fire areas as practicable, both laterally and vertically. The value of this was shown in the fire in the twenty-sixth floor of the Singer building in New York City, about 2 years ago. The contents of two rooms, consisting of nothing much but

furniture, were destroyed. It took the fire department about 25 minutes to get up to the scene of trouble and they found nothing left for them to do but to put out the embers. Had this fire not been confined, the result can be imagined, with some fifteen stories of offices above it, for heat rises and travels very rapidly; but every safeguard had been provided in this building. The stairs and elevators were enclosed in fire resistive shafts and the doorways were protected by fire doors. The partitions were non-combustible and they too had metal-clad doors. Furthermore, all outside windows were glazed with wire glass in hollow metal frames, so that the fire could not break out the glass and lick around into the floor above, as it has done so many scores of times, and as it did in the Ash building fire in New York in which 151 women and men lost their lives.

Now fire in a fire-resistive warehouse can be confined as effectually as it was in the Singer building if the proper arrangement is made. Generally speaking, fire cannot get far in goods piled in small fire-resistive rooms that have metal-clad fire doors, if the doors are kept shut, and especially not if the rooms are protected by automatic sprinklers. But all floors cannot be cut up into small rooms, and floor opening protection then becomes a vital thing.

Keep Doors Closed.

Probably the greatest aid to the spread of fire in buildings of this kind is stair and elevator shafts that are unprotected by fire doors, or at which the doors are left blocked open. In case of fire no one will stop to close these doors and a strong upward draught will quickly convert the shaft into a veritable chimney, spreading the fire to floors above. It often happens too that the main stairs and elevators are well cut off, but that minor floor openings, such as traps, dumb waiters, belt holes, pipe and wire shafts, vent shafts, and extra stairs are poorly protected. No end of money is wasted in doing things poorly. The writer has seen plants in which the stairs or some of the buildings were well protected but the elevators were left open, and vice versa; and there are innumerable cases where good enclosures are built at an expenditure of considerable money, but no doors are provided. Work of this kind might almost as well have been left undone; for fire will quickly find the unprotected openings. If, instead of scattering the effort, all openings in part of the buildings had been well protected, then in those buildings conditions would have been improved.

Fire often ascends to upper floors through windows in the outside walls, and the safest warehouses have all these openings protected by wire glass windows in hollow metal frames and sash or by tin-clad shutters. Thus arranged and with all floor openings cut off, each floor of a fire-resistive building becomes a good fire section, as though it were a building by itself. The influence

this would have on the insurance rate is apparent.

Wire glass windows and shutters also furnish protection against the conflagration hazard, which without doubt exists in every city in the country. In the recent fire in Salem, Mass., about the only exposure to the Naumkeag Steam Cotton Co. mill was by frame dwellings, but the terrific sweep of the conflagration destroyed almost the whole plant, window protection having saved two storehouses. The best possible fire stop is the blank brick wall. Doorways and window openings should always be kept as few as practicable.

Fire Tower Construction.

The best type of stair enclosure is that which is known as the Philadelphia fire tower, which has no direct opening from the stairs to the floors. At each floor level a doorway, with fire door, leads from the stair shaft to a balcony, which is open to the air and from this there is another opening with similar door into the floor. In a fire no smoke can get into the stairway to hamper the exit of employees, and the fire can be fought in safety by firemen from the balcony, where there is plenty of good air.

Of almost equal importance with protecting all openings through the floors is the division of the plant into as many separate fire risks as there are buildings and the sub-division of each building into as many good fire sections as is practicable. The Edison plant in New Jersey was composed largely of fire-resistive buildings, but this feature was overlooked; the plant was all one fire area. When fire started it rapidly found its way from floor to floor through plain glass windows in wooden sash and frames and from building to building by the same means and through unprotected doorways, until the damage was tremendous. The eggs were all in one basket.

Fire walls, that cut a building into sections, form good fire escapes. Employees, who are in a room when fire starts, can retreat through the doorway and firemen can work behind the wall in safety. The wall should be at least 12 inches thick; and, to make the cutoff effective, a good fire door is necessary on both sides of each doorway. Angle windows should be well protected so that flames cannot lap around from one section to another.

Importance of Tight Sheathing.

A large percentage of warehouses have wooden interiors, ranging all the way from good plank and timber to poor joist construction. A building with hollow walls, floors and roof presents a multitude of blind spaces, into which fire can find its way. It is therefore important that all sheathing be tight. All small holes should be patched over and the joist channels should be blocked off, or else the sheathing should be removed entirely. Fire frequently gets into hollow wooden cornices and travels around the building and often to ad-

joining buildings, as cornice fires are inaccessible and very hard to put out. If possible remove continuous, hollow wooden cornices.

All floors should be double. Single floors soon wear so that many small holes offer ready means for flames to eat through to the room above. The best way is to lay the top floor at an angle of 45 degrees with the under layer.

In non-fire-resisting buildings it is especially necessary that fire walls be carried up three feet parapet above the roof, or fire will pass from section to section over the tops of the walls.

Woodwork must be cut away from all hot pipes, etc. It is unsafe for wood to remain constantly in contact with anything on which the hand cannot be born comfortably.

In erecting buildings of this class, see that the timbers are not tied through the walls by metal rods and plates; as, in case of fire, should some of the timbers fall, the walls also will be pulled down and the resulting damage greatly increased. Timbers can just as well be made self-releasing. The writer has in mind a small city in which almost all the mills have the timbers tied through the walls. Again, the columns should be superposed, so that the bottom of one will rest on the top of the one below, and the beams be held by metal caps. If the beams run across the tops of the columns and the columns above rest on the beams, the latter, in falling, will pull down the columns and wreck the floors above and the roof.

What we have said already in regard to fire sections and floor openings, applies as well to non-combustible as to fire resistive buildings.

Value of Automatic Sprinklers.

The best known enemy of fire is the automatic sprinkler system, the average loss by fire, in unsprinklered property being several thousand dollars greater than in sprinklered buildings. During the years 1897-1914 inclusive, 30½ per cent of all fires in sprinklered buildings were extinguished by one sprinkler and 84.8 per cent by 12 sprinklers or less. They are always on guard and at the very start of fire spray a moderate amount of water directly on the seat of trouble. Many owners object to them, saying that they do much water damage, but certainly no fire department can extinguish a blaze with as little water nor can they direct it all to the proper place with such unerring accuracy. Records of 14,007 fires in sprinklered plants during the past 17 years, kept by the National Fire Protection Association, show that 62.8 per cent were practically or entirely extinguished by the sprinklers and that 32.4 per cent more were held in check by the sprinklers until extinguished by other means, thus giving a total of 95.2 per cent in which the sprinklers worked successfully.

Some water damage is almost inevitable in case of fire, and it sometimes happens that the loss by water ex-

ceeds that by fire. Water will run through terra cotta floors readily and through most concrete floors with considerable rapidity, unless they are water-proofed. Much of this trouble can be overcome by laying the floors on a slight grade, so that water will run down the stairs and elevator shafts or through scuppers in the outside walls. It is also well to place as much stock as possible on skids six inches or more from the floor, so that water can run around beneath without soaking up into the stock.

Stand Pipe in Stair Tower.

It is especially important that a good stand pipe, not less than six inches in diameter, be provided in the stair tower, where it can be used by firemen under protection of the stair shaft; and it is very important that the hose threads be identical with those of the fire department, so that the department hose can be used if the other bursts, as it frequently does. Good stand pipes save great delay in bringing long lines of hose up the stairs from the street. They are especially important in buildings that are more than five stories high. Ex-Chief Croker of the New York City Fire Department testified at the investigation into the Ash building disaster that his men were helpless in fires 85 feet or more above ground, unless they could reach them from stairs and elevators that were protected from fire.

Two 2½-gallon chemical extinguishers for each 2,500 square feet of floor area or a good supply of Pyrene or similar extinguishers are an excellent first-aid apparatus.

The property should be always in care of a responsible watchman who should be provided with a recording clock, which he should use hourly at night and bi-hourly during the daytime on Sundays and holidays.

From the foregoing it is evident that many dangers beset even the relatively non-hazardous warehouse. Probably but few warehouses could pass a rigid inspection without several dangerous although seemingly minor conditions being brought to light. For every dangerous condition there is a responsibility. Fire insurance does not restore loss by fire, it simply collects from the remaining wealth of the country and indemnifies the unfortunate one. Probably two-thirds of all our enormous fire loss is unnecessary and due to carelessness, and faithful adherence to the gospel of "Good Housekeeping" would prove the means of preventing a large part of the damage that is done by this destructive foe.

The following letter was recently received by the Cathcart Transfer & Storage Co., of Atlanta, Ga.: "For your information, somehow there was packed among the household furniture you recently shipped for me, three eggs. These came through very nicely and have since been consumed in the regular way. This is a pretty good advertisement for a furniture packer."

(Signed) R. G. GILES.

Letters From Readers

Truck Club Speaker's Statement Denied.

Editor, TRANSFER & STORAGE:—In going over the February issue, my attention has been riveted upon an article presumably condemning the action of the owners and operators of teams in New York City at their convention held here at the hotel Cadillac. In this article the writer describes his reading of automobile statistics, and states that he was received with hoots and cat calls; I respectfully deny that any such action has ever taken place in a meeting in New York City and especially at the convention held in New York City.

The writer had the pleasure to preside at these meetings and at the convention, and every speaker was accorded the utmost respect and consideration, and it is a late date for this gentleman to criticise something that never occurred. While he may be imbued with the enormous amount of money and the enormous amount of tonnage hauled by automobiles there still remains quite a difference between the horse-drawn vehicle and the automobile, and if the gentleman desired to receive any applause from his address before the Motor Truck Club because he used this expression in his argument, I am sure the ridicule should go to himself and not to those whom he tries to criticise. The gentleman should at least state when and where this meeting was held and who the presiding officer was, and who preceded him as the speaker of the day. If he could remember one thing surely his memory should serve him well enough to remember the other.

THOMAS F. MCCARTHY,
E. H. Gallagher Trucking Co., New York City.

Feeding Only Once Each Day.

Editor, TRANSFER & STORAGE:—Sometime ago we secured some information from an article in your paper relative to the feeding of horses twice a day instead of three times a day—giving them, of course, the same total amount of feed per day.

We have been annoyed and persecuted by the Humane Society of our city on account of our adoption of this plan and we will appreciate it very much if you will give us all the information you have on this particular subject—especially that which appeared in the issue above referred to (we cannot give the date).

MERCHANTS' TRANSFER & STORAGE Co., Washington, D. C.

S. J. Westheimer of the Westheimer Warehouse Co.,

and the Westheimer Transfer Co., of Houston, Tex., is the originator of this plan of feeding. Mr. Westheimer's plan, however, is to feed only once each day. As this plan was published in an issue of The Team Owners' Review, now TRANSFER & STORAGE, sometime ago, we believe that it is this to which you have reference.

Several years ago, Mr. Westheimer found that in trucking from railroad terminals, no work could be done until 7:30 o'clock in the morning and he decided to find some means by which this lost time could be made up during the day. He finally decided that he could work his teams through the noon hour by feeding only once per day, the feeding being done at night. To keep the teams working through the noon hour, two men are employed with each team, and thus, while one man is getting his lunch at noon, the other keeps on working with the team.

Mr. Westheimer, speaking before the convention of the Central Warehousemen's Club at Kansas City, last December, stated that he feeds nothing but crushed oats, grass and alfalfa hay. The feeding is done at night and, although feed is only given to the horses and mules once each day, the system practically amounts to a feeding twice each day, as Mr. Westheimer insists that there must be some feed left in each stall when he makes his morning round of inspection. The animals are fed very large rations, the feed bills in Mr. Westheimer's stables being unusually large. He stated at the Central Warehousemen's meeting that his feed bills are fully as large if not larger than those of the transferman who feeds three times per day. The average cost of feeding Mr. Westheimer states is approximately 50 cents per head per day, including stable expenses.

On the other hand, Mr. Westheimer states that he never has any sick horses. The elimination of the noon feeding tends to prevent colic and other illnesses. He states that he has been feeding in this manner for 8 years and in that time he does not think that he has had more than three or four cases of colic among sixty to 100 head of horses. Colic is usually contracted during the noon hour.

Mr. Westheimer compares the case of the horse with that of the businessman who abstains from lunch in order that he may do better work during the afternoon. It is a recognized fact that most people can do better brain work on an empty stomach than they can on a full stomach. During the year 1912, Mr. Westheimer's teams averaged an earning of \$13.11 each, large and small singles and doubles.

Team Delivery More Efficient Than Union Terminal.

The article entitled "Union Freight Terminals Urged for Chicago," in the issue of TRANSFER & STORAGE, of February, containing statements by W. L. Fisher and H. A. Goetz, advocating the use of a universal station instead of delivering direct to the proper road by team would be a step backward, as it would mean from 24 to 48 hours delay after goods leave shipping room before they left the city.

Under the present system shipments of L. C. L. freight loaded from shipping room to the wagon and consigned to the railroad proper is on its way to the point of destination without interference or unnecessary delay, the same day, and will arrive from 24 to 48 hours before shipments that have been forwarded by any other system. The same will apply to the L. C. L. transfer freight via Chicago to points beyond Chicago. Mr. Goetz makes a statement that "in almost every case it costs more to haul a shipment of transfer freight from one depot to another than the total amount of freight charges received." For example on an L. C. L. shipment of 100* pounds from New York to St. Louis, via Chicago, the rate is 78 9/10 cents from New York to Chicago, from Chicago to St. Louis 45 5/10 cents rate, making a total of \$1.24 3/10 cents for transfer at Chicago by team for the 100 pound shipment, when the truth of the matter is this shipment is transferred across town for a maximum charge of 15 cents up to 500 lbs.

Another statement that freight can be handled at freight houses where platforms are short for about 20 cents per ton, but in the larger freight houses, where the platforms are longer and cause the freight to be trucked a greater distance, the cost runs upward to 80 cents per ton. Accepting those figures for the sake of argument, we would like to know how long the platform would be at this proposed Clearing Station, where the entire freight from all the railroads would be interchanged? It looks to us as if it would be of some length and the cost of trucking would apply in proportion, we assume. The claim that the average delay at freight houses of one hour per wagon could be eliminated by the use of universal stations has not proven out in the past, as the universal stations of the present day mean a delay to team and freight, more so than deliveries direct to the freight houses.

The claim that freight hauling wagons are congesting the downtown loop district is a gross misrepresentation, as any one can observe without the use of blue prints, maps or charts, by simply sizing up the variety of vehicles where there may be congestion. You will find a majority of vehicles employed in other than hauling railroad or steamboat freight, such as coal, water, ice,

laundry, baggage, railroad express, baking, milk, office supplies, meat, commission, etc. These with the street cars, taxi cabs and thousands of automobiles which park along the curb from one hour to all day long, are the actual causes of congestion, if any.

We have noticed that the so-called "traffic experts," when asked for causes of street congestion, always point at a few wagons hauling freight and overlook all other causes that may impede traffic. The fact that the automobile traffic has the exclusive use of two entire streets through the downtown district, and that in addition to this cars are permitted to line up on both sides of the street, averaging about twenty-five to the block, all over the loop, wherever they choose and stay as long as they like, is also overlooked by the "experts." The street railway companies have tracks from one to three abreast on most of the down town streets, and other streets are ruined for traffic by the pillars of the elevated railroads; and building material piled in the street for construction purposes is another reason; and when those facts are all summed up, you will find that teaming contractors have very little street room left to do business on, although they pay large sums for wheel tax each year for the use of the streets.

There is less freight hauled across town to-day, compared with 5 years ago, due to the fact that a full dozen or more of our largest wholesale houses have vacated the loop in that time, also, the Baltimore & Ohio, Erie and C. M. & St. P., have opened northside freight houses in addition to their regular houses. The Soo line has also moved to the west side, outside of the loop. The Goodrich Steamship Line has only its out-bound freight house in the loop; the in-bound is on the northside now. The department stores have all built warehouses outside of the loop. In addition to this, contrary to some statements, a large portion of freight passes around outside of the loop district, as there are only two railroads and three steamboat lines actually in the loop, or downtown district.

The railroads have later and more up-to-date freight houses, better floors for trucking, better drive-ways for teams, and the cartage contractors have improved in all directions toward efficiency, therefore, we claim the "experts" are not up to date on the question of team traffic, when they point the finger in our direction. Furthermore, we believe that some of our members who have spent from 20 to 40 years involved in street traffic from morning until night would possibly make good "traffic experts," and should be able to point out the difficulty, if any should exist. We wish to say in conclusion that we are always willing to co-operate with any of the various traffic committees in order to give them the benefit of our years of experience at the game.

CARTAGE EXCHANGE OF CHICAGO,
JAMES S. BROWN, Pres.; LOUIS S. WAAGE, Sec.

Van Ordinance Unconstitutional.

Editor TRANSFER & STORAGE:—After reading one of the items in your February issue, it would seem that in New York City there is a likelihood that an ordinance will be passed, providing that all transfer and storage men shall keep books in a manner that will make it possible for them to report the moving of their customers.

I wish to say at this time that some 5 or 6 years ago in this city of Indianapolis there was an ordinance passed compelling all transfer and storage men to report in writing to the police station, each morning, the previous day's work, giving the name of each customer moved, the street number and the street from where they were moved, also the number and street to where they were moved. This ordinance was declared to be unconstitutional.

In my opinion it is not only unconstitutional, but it is absolutely impracticable. For instance, we have from 300 to 500 men in this city who own and drive their own wagons. I am safe in saying that possibly one-third of these men could not write intelligently and legible enough to make a correct report of their customers. They keep no books. It would deprive such men of earning an honest livelihood.

I went to the man at that time who was the father of this ordinance and asked him what he meant by such a law. This concilman told me that he knew but very little about it, in fact all that he knew was that the Merchants' Association, which included many of the furniture payment houses, asked him to do it and he complied with their request. I told him that many of the transfer men could hardly read and write their own names, and he said he never once thought of such a thing as that, but sees where I was right.

If they could pass such an ordinance and hold same, it would certainly be a big boom to transfer and storage men who are equipped with offices and book-keepers. It would give to them all of the transfer business.

But transfer men should not be compelled to give any information whatever about their customers and about their personal business. The post office department, the banks, the trust companies and most all big firms give out but very little information concerning their customers.

FRANK SHELLHOUSE,

Frank Shellhouse Fireproof Storage Co., Indianapolis, Ind.

TRANSFER & STORAGE has received a copy of Circular No. 53 of the Agricultural Experiment Station of the University of Wisconsin, Madison, Wis., entitled "Judging Draft Horses." This circular is too long to be reprinted in TRANSFER & STORAGE, but it contains much good information for anyone interested in draft horses and their points.

Terminal Regulations in New York Harbor.

New York, January 13, 1915.

To the New York Board of Trade and Transportation:

In the matter of rules governing deliveries of freight, lighterage and terminal regulations in New York harbor, covering which the carriers in this territory filed an amendment to their current tariffs effective January 1, and which was suspended by the Interstate Commerce Commission until May 1, pending the action of the Investigation and Suspension Board. It appears that some of the large shippers, and in particular some of the commercial organizations, have been rather conspicuous in bringing about the suspension, and I believe they are endeavoring to enlist the support of all shippers and business houses in New York with the view of having the proposed changes permanently cancelled. The primary object the railroads had in these contemplated changes was for the purpose of augmenting their income, the idea being suggested to them by the Interstate Commerce Commission itself in its decision handed down last July in the 5 per cent case. Secondly, it is apparently for the purpose of a much needed relief in the congestion on their piers and generally facilitating the movement of freight shipments.

"Tailboard Delivery."

Viewing it from one standpoint the objections raised by the shippers are well taken. However, there are still other phases that seem to have been overlooked. If the proposed changes were to become effective I believe it would operate to the decided advantage of the local shippers. It is a well-known fact that there has always been a great deficiency in pier and freight shed space, causing a constant congestion. This is an expensive and serious menace to shippers, and materially retards the delivery and receipt of freight generally. In this connection a joint complaint was filed last May with the Interstate Commerce Commission in which the Team Owners' Association of New York participated against the carriers. The complaints alleged—

1.—That the defendants do not separate, segregate, or make conveniently accessible freight received for local delivery.

2.—That they do not maintain stations with sufficient floor space, so that congestion and delays result.

3.—That shipments are piled in masses, with the marks frequently covered or turned down, and without aisles of sufficient width to permit the passage of a hand truck.

4.—That reasonable facilities are not provided for the loading and unloading of less-than-carload freight.

5.—That the delays resulting from the alleged confusion at freight stations subject the complainants to undue and unreasonable expense and retard the movement of freight across the platforms.

Would Eliminate Congestion.

The proposed changes would have a tendency to eliminate this congestion. There is another feature

which operates to the disadvantage of many of our local manufacturers, and that is the use of our piers and freight stations by outside manufacturers for distributing purposes. For example—a manufacturer in Chicago, competing with a New York manufacturer, can ship his goods to New York in carload lots and have them sorted, stored and distributed to various customers direct from the freight stations without charge. This would be virtually eliminated by the operation of the proposed changes and thereby do away with a certain form of discrimination in favor of outside manufacturers.

There are certain phases of the proposed changes which, it would appear, might cause more or less of a hardship. However, you will recall there has been a preponderance of public sentiment in favor of the carriers. Large shippers throughout the United States have acquiesced with the carriers that an increase in railroad earnings would be a panacea for the present business depression. Some New York shippers were vigorous in their approval of the Commission granting all the carriers requested in the recent application for 5 per cent increase. It has been stated that such increases as the railroads now propose in the case in question would result in a material benefit to them and bring about, in a certain measure, the very results sought for. However, the shippers in this territory at least, now appear to have lost sight of the necessity of the railroads increasing their revenue. I believe they are really opposing a measure that would result in a material benefit to themselves and not a hardship as it would first appear. It is not discriminatory, as the same changes are also contemplated at other points. A careful analysis of the new rules will also show that much of the increases apply to export and import business originating or destined to the interior and only passing through this port.

F. ROCHAMBEAU.

The foregoing paper was read at the meeting of the New York Board of Trade and Transportation held January 13 and referred to the Committee on Railway Transportation. The committee deems it desirable to set forth the material changes so that the members of this Board may give their views regarding them. Objections, if any, can then be interposed, or, if it decides that some of the proposed rules should be indorsed, such action may be taken by the Board prior to the hearing in Philadelphia on March 8.

Briefly, some of the proposed changes are as follows: Under the present regulations practically all the lighterage, loading and unloading of carload freight is free, while under the proposed regulations a rate of 12 to 18 cents per ton will be assessed in addition to the regular freight rates.

Under the present regulations all trap or ferry cars are handled free, while under the proposed regulations

a charge of 2 cents per 100 pounds, minimum \$2 per car, will be assessed.

Under the present regulations less than carload shipments of west-bound freight received with a carload or more of "lighterage free" freight are handled free, while under the proposed regulations the less than carload shipments will be subject to a charge of 3 cents per 100 pounds, minimum \$3.

Under the present regulations 10,000 pounds of poultry, eggs and dairy products are lightered free, while under the proposed regulations 20,000 pounds will be required.

Under the present regulations freight unloaded at delivery stations is granted three days' free time, then placed in a public storage if undelivered, while under the proposed regulations the free time would be reduced to two days, and if then undelivered would be held until noon of the second day following the free time period, for which a charge of 3 cents per 100 pounds, minimum 15 cents, would be made.

Under the present regulations export freight is not placed in public warehouses until 10 days after arrival, while under the proposed regulations will be subject to the two-day rule as above.

Under the present regulations "lighterage free" freight in carloads is held at terminal points for orders, free of charge, not exceeding 10 days, while under the proposed regulations free time would be reduced to 5 days.

Same rule as above applies to coastwise freight.

There are a number of other proposed rules which space will not permit enumerating, but a file of the proposed changes may be examined at the secretary's office. If any of the members desire to have the matter explained, Mr. Rochambeau, of the Railway Committee will be pleased to serve them.

Planning for National Convention.

About 200 team owners, who make up the temporary committee in charge of the coming convention of the National Team Owners' Association which is to meet in Springfield, Mass., next June, got together in Springfield on March 3 to discuss plans for the event.

Team owners were present from Palmer, Worcester, New London, Conn., Waterbury, Conn., Hartford, Conn., Meriden, Conn., Holyoke, North Hampton and East Hampton. Entertainment plans were discussed and it was decided to hold a meeting in April, when committees to take charge of all arrangements will be elected. All team owners of the Connecticut valley will be invited to take part in the convention.

The Allegheny County Team Owners' Association will meet in Pittsburgh on March 18, to make plans for the organization's annual banquet.

Advantages and Disadvantages of Hourly Rate

Competition, we are told, is the life of trade. Agreed; but this competition must be a competition born of service and not competition of price; it must be a healthy rivalry based on rate computation, not on rate competition; it must be a competition of who best can do and best can serve, to be the true life of trade.

Cut the rate and the service suffers and the damage done to the public and to their confidence is irreparable; one price-slasher is so far-reaching in his ill effects that he causes those who mean to be fair to curtail that service which they would gladly offer, were it not for that dog-in-the-manger, the price slasher.

What better means could be arrived at which would deal equally as fair with the public as with the furniture mover than a universal quoting of rates for the removal of household goods by the hour? An hourly rate based upon an honest computation of all cost plus a legitimate profit.

By basing a charge by the hour you will be getting paid for all you do and your patrons will pay for only what they have you do; fair and just to all concerned, is it not? Think this over!

Not so many years ago a few dollars invested in a canvas-covered wagon with either one or two horses set a man up in the business of moving household goods. Moving at that time consisted of moving and moving only, and the many little extras that we are called upon to-day to perform were unheard of; for this service, such as it was, the moving man usually collected \$5 or \$6, more or less, depending on conditions, the season of the year and the locality. Many flights of stairs were a rarity, claims for scratches were unknown, unfair demands of dishonest claims were unheard of and the profit was a fair one compared with conditions that surround the business of to-day.

Let us compare conditions as they exist to-day; figure for yourself the vast difference that makes the business of to-day a more precarious one and at the same time a less profitable one.

To-day the furniture movers' investment means one or more padded vans with either two or three horses or one or more motor vans, and the cost of these is known to every van owner; compare this cost with the cost of your equipment of years ago. To-day, we must, in order to retain the respect of our patrons, maintain an office with all the expense that it entails; compare this with the free stands that were formerly occupied.

Compare the price of grain to-day with the prices of years ago; do this, it will surprise you; and consider the cost of operating motor vans at the same time—this will stagger you.

After you have digested the foregoing and many

other items with which you, as van owners, are familiar, then turn your thoughts to the service our patrons demand and compare this with that service we rendered years ago; you will find this food for reflection.

To-day it is expected of us to take down and put together beds, bureaus, chiffoniers, puzzling davenport, sideboards, cabinets, etc., curtain poles, mirrors; yes, even the carpets and gas stoves we must care for and many other articles that we meet in our daily routine.

So far it is all true, isn't it? Nothing has been exaggerated for the sake of argument, has it? Well, think this all over and add an argument that is particularly applicable to the larger cities where the means of egress and ingress are constantly growing more difficult; the advent of elevators and the delays occasioned thereby; the whim of your patron, causing delays by not being ready at the time arranged for; and again, remember, no two jobs are alike; no two households are alike; furniture values vary; fragile carved pieces require time in handling; these are all conditions that can be properly taken care of when rates are quoted by the hour.

This method of charging has been worked out after much deliberation, in many cities of the United States, and has been adopted as the only fair means of arriving at a price for work. When our patrons are paying by the hour, you will find that goods will be prepared in a better way than heretofore; you will find out patrons will be ready when you call; you will find that the public will co-operate with us to avoid delays; it means a more profitable business, and as far as the public is concerned, a more satisfactory one and those of your patrons who have once tried moving by this method will never want to return to the old method of contract with the rush that such a method incites and the damage that such rush invites.

To-day the progressive furniture mover is a veritable department store of service; he offers to a discriminating public a service continually improved by the experiences of himself and of his fellow business man, and along with this service there should go the progressive method of charging by the hour; the fair way, the just way, the way that, if conscientiously rendered means satisfaction to the patron and to the furniture mover.

Contrary to all the foregoing arguments for the hourly basis for removals, there is but one reason that presents itself to the mind of the writer why it isn't universally adopted and that is the desire of the cut-throat price-slasher to secure the work at any price, without due regard to the rights of his competitors, without due respect to the demands of his patrons and without due deference to the business he is engaged in.

CHAS. S. MORRIS, President,
Metropolitan Fireproof Storage Warehouse Co.
New York City.

USE ONLY **U. S. HAMES**—THEY ARE STANDARD QUALITY

Gambling in Grain Futures

Theodore Gabrylewitz, secretary of the National Team Owners' Association, has forwarded to TRANSFER & STORAGE, a copy of the speech made by the Hon. John Manahan of Minnesota in the House of Representatives at Washington, on the above subject on March 13, 1914, with request that we give it publicity. Mr. Gabrylewitz states that he has sufficient copies of this speech on hand to cover the membership of the National Team Owners' Association and also extra copies for non-members who may desire them.

Mr. Manahan's speech follows, in part:

The House Committee of the Whole House on the state of the Union had under consideration the bill H. R. 13679, the Agricultural appropriation bill.

Mr. Manahan. Mr. Chairman, I move to strike out the last word.

The Chairman. The gentleman from Minnesota (Mr. Manahan) moves to strike out the last word.

Mr. Manahan. I make this motion for the purpose of making an observation. I must confess that I was greatly interested in the question just propounded to the chairman of the committee by one of the farmers of the House. I had myself been wondering what purpose this appropriation really served—an appropriation in the neighborhood of \$275,000 for crop estimates and forecasts for the coming year.

It seems to me that before we appropriate this sum of money for crop estimates and forecasts it would be well to have a clearer idea of the object to be accomplished. I am frank to say that I do not believe that these crop estimates and forecasts serve any useful purpose to the people. I suspect that the forecasts made by the Government on the growing crops serve only men who gamble in grain and cotton on boards of trade and in chambers of commerce. In the past 5 years we have appropriated over \$1,000,000 for this forecasting and guessing by the Government. What good does it do to spend the farmers' taxes finding out what the farmers' yield will be? Will it increase the price when finally the crops are harvested? What good does it do the men who buy bread or clothing to know in advance what the yield in wheat or cotton will be? Will it change the prices the consumers must pay for their bread or clothing?

No doubt speculators on the boards of trade and gamblers in the chambers of commerce, men figuring on how they can manipulate the markets so as to get the bulk of the farmers' crop at the lowest possible price and then sell it to the great markets of consumption at the highest possible price, are glad to have the Government spend millions gathering information that will help them in their calculations. These crop forecasts are, in plain words, the guide of gamblers. Wheat is grown for bread. Why should we permit men to control its movement by betting on the price it will bring when it is harvested? Are we so simple as to assume that the

greedy speculators will not seek advantage and profit when they are permitted to deal in a crop before it is produced with fairly accurate knowledge of what that crop will be?

Mr. Heflin. Will the gentleman yield? Mr. Manahan. Certainly.

Mr. Heflin. I want to say to the gentleman that I entertained views somewhat like his for some time on this question of estimating the crop; but we found that before the Government estimated the cotton crop these associations of speculators always overestimated the crop; the Government estimate is more nearly in keeping with the actual output of cotton than the estimate that used to be made when the people making the estimate wanted the price of cotton to go down.

Mr. Manahan. I appreciate the suggestion made. Of course the same principle applies to grain as to cotton. As long as men are permitted to gamble in the agricultural products of the country and are permitted to sell in the future that which is not yet produced, and are permitted by that system of selling in the future to control the price of agricultural products, it is, of course, wise and proper to make these appropriations for estimates, so that the estimates of the Government will be more in accordance with the facts and will not serve the purposes of the gamblers as well as their own fictitious estimates would. But I am opposed to trading in futures in grain and cotton alike. I believe it serves no useful purpose. It has been conclusively shown that dealing in futures, hedging and speculating are simply the means which selfish and greedy traders use to compel the farmer to take an inadequate price at the season when the farmers are obliged to sell their crop, and then boost the price to the consumers after they, as such gamblers, have control of the market and its surplus.

Mr. Jacoway. Suppose the speculator should say that there was a 14,000,000-bale crop in the South, when in fact, there was only a 12,000,000-bale crop. If the 12,000,000-bale crop was accurately estimated by the Agricultural Department, would not the price of cotton be proportionately increased to the man who actually produced it?

Mr. Manahan. It would be proportionately increased if it was not for the fact that the men on the exchange in control of the price would hammer it down in spite of the government estimate, by virtue of the power they have under the rules of the exchange—which everyone recognizes to be the fact—of being able to fill their contracts with inferior grades of cotton.

Mr. Lever. The gentleman from Minnesota is not complaining so much about the making of the government estimate as he is against the operations in cotton futures and in grain futures, with which view I agree.

Mr. Manahan. Yes; that is largely true. Mr. Chairman. I do not complain so much about the money spent in making crop estimates from time to time as I do about the control of prices and the swindle of farmers during the crop-

moving season by means of future trading in cotton and grain on the great exchanges of the country. I am glad to be assured by Mr. Lever, as head of the great committee on agriculture, that he agrees with me in condemning the common practice of gambling in grain as well as in cotton.

Some men on this floor, however, as well as in the grain trade, object to the word "gambling" in describing the business of buying and selling for future delivery; they prefer to use the more respectable word "speculation." But "what's in a name?" Were it called by any other name it would smell as bad.

I am told by a colleague from the far West that gentlemen playing poker will not stack the cards on each other, and that real gamblers have nerve and courage. This much can not be said of the millionaires controlling our great wheat and cotton markets. They operate at long distances, through concealed brokers, under advice of counsel, protected by special legislation, even guided by government forecasts. But the game these men play against the small dealer, against the men who actually raise the crops, is a loaded-dice game. It is gambling—crooked gambling; cowardly crooked gambling at that.

I am aware of the fact that books have been written by college professors in explanation and defense of future trading. Possibly professors can be persuaded to write books as lawyers are hired to try lawsuits. But even if such professors, defending this system of future trading, were absolutely free from need and above temptation—and I am sure they are as free as any class or profession in the world—the fact remains that their reasoning is purely theoretical and based on facts as they ought to be, not as they really are. These theorists do not know the tricks of the trade; these mild mannered men of the schools are very innocent when they are not special pleaders for hire. These unsuspecting ones do not know that the future trading in the pit of Chicago covers more imaginary wheat in a day than actually comes to Chicago as real wheat in a year. They do not know that the prices made by this stupendous trading in future contracts on this one Chicago market dominate all other markets and control their prices, subject only to modifying local and transportation conditions. They do not know that these prices made by the Chicago market are just what the large operators in control of the public warehouses, with political influence over grain inspection, in control of the board of trade, sees fit to make to serve their speculative purposes. Therefore these theorists who write that future trading steadies and sustains the market do not know what they are talking about.

Is it not clear, Mr. Chairman, that when a big dealer like Armour has a public warehouse in which he can place doctored grain of poor quality, but graded high by an accommodating inspector, he can force down prices on grain futures by actually delivering the poor stuff, if necessary, when his contracts mature? And, sir, is it not equal-

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY

ly clear that when several large dealers and millers in several large market places act in concert in bidding in the pit and in doctoring inferior grades of grain and in controlling the very machinery of the exchanges where business is done that it is possible for them, within very wide limits and regardless of the supply or demand, to actually control and fix the price paid to the farmer? Such is the case. The recent hearing on my resolution (H. Res. 424) before the Rules Committee of the House establishes the following facts:

1. Grain prices paid farmers for real grain are controlled by pit trading of gamblers dealing only in imaginary grain.

2. The price of grain futures depends more on control of grading and storage by the grain-exchange monopoly than it does upon the world supply and demand.

3. The dominating grain exchanges of the country are Chicago and Minneapolis. Each is a monopoly.

4. The National government should help destroy these monopolies and make open and free markets everywhere, because any State acting alone can not reach the evil of gambling in grain and betting on future prices.

Mr. Benjamin Drake, of Minneapolis, speaking for over 100,000 farmers of the Northwest and for the co-operative association elevators of both North and South Dakota, urged with great power before the Rules Committee the need of legislation by Congress. He showed that the Chamber of Minneapolis is an absolute monopoly; that it is controlled by a few powerful men owning the great mills and elevators; that their operations are secret and exclusive, under a special law; that they forbid competition in bidding for grain on track at country points; that by selling to themselves and to each other they take repeated commissions on the same grain; that grain consigned to them as commission men they sell to themselves as elevator men in another name and charge a commission for so doing; then, as elevator men, they doctor the grain, raising its grade and its selling price; that they turn it back to themselves as commission men and sell it to a miller at the advance price and charge him a commission for so doing. That they have the ability to control the prices and juggle the grades, exact double commissions, and sell to themselves at the expense of the farmer and contrary to every principle of fair dealing and common honesty is due to the stern grip they have on the business as a monopoly and to the subservency and supineness of both State and National governments in permitting it.

Mr. Chairman, I can not state in words too plain and strong the fact that for years the farmers of the Northwest have been robbed by the grain pirates of Chicago and Minneapolis. These men have succeeded in hammering down prices on the farmer by compelling him to take what they offer for grain; but the consumer pays dearly for bread and meal by the time that grain has passed through the great terminals and mills to the enrichment of the combination. The National government should prosecute under the Sherman antitrust law; the State government should prosecute under the State antitrust law; Congress should pass additional legislation forbidding absolutely the continuance of this abuse in inter-

state trade and prohibiting gambling in food products. Mr. Chairman I am aware of the fact that Congress feels disinclined to meddle in matters over which the State has more or less control. At the hearing before the Rules Committee some of my colleagues expressed themselves as reluctant to order a congressional investigation on the ground that the evils could be cured by the States of Minnesota and Illinois.

While Mr. Drake was testifying before the committee the following colloquy took place:

Mr. Cantrill. Has there been any attempt by anyone to have this monopoly you complain of here indicated and convicted and in your State courts under your anti-trust law?

Mr. Drake. I would prefer not to answer that question.

Mr. Cantrill. If you have a monopoly in your State and a State law that can handle it, I think you should make an effort to do it. I am very frank to say that we have in Kentucky such a law and have indicted and convicted the International Harvester Company and the Imperial Tobacco Company and other trusts and monopolies. Mr. Greeley told the committee the other day—in answer to my question he practically admitted that in Illinois there was a condition of affairs that the Board of Trade of Chicago practically controlled the Illinois Legislature and the Illinois courts, and that the farmers of Illinois and the shippers there could not get any redress in that State. I would like to ask the question whether in your opinion such a condition of affairs exists in Minnesota?

Mr. Drake. In the first place, as I have endeavored to point out, any legislation affecting futures will necessarily be futile unless—

Mr. Cantrill (interposing). I am not speaking now of futures. The point I am speaking of is—the main thing is that the farmers are confronted with this monopoly. If you have a State law directed against the suppression of monopolies, what I want to know is whether the effort has been made in Minnesota in the court under the law, to attack this monopoly that you complain of here; and if so, whether there has been any attempt to indict that monopoly.

Mr. Drake. I would prefer to say nothing more than this, unless the committee insists. The matter has been presented to the attorney general of the State of Minnesota. The attorney general (Lyndon A. Smith) has done nothing. Is that answer satisfactory?

Mr. Manahan. What other conditions are there, generally?

Mr. Drake. Well, in my judgement, the State of Minnesota is the most boss-ridden State in the Union. That is my opinion.

Mr. Cantrill. Well, that is what we want to know. We want to get the facts in the case.

Mr. Drake. We have in that State the Great Northern Railroad, the "empire builder"—

Mr. Cantrill (interposing). That is the boss of the State?

Mr. Drake. The political and financial boss of the State.

Mr. Cantrill. In other words, you have practically the same condition in Minnesota that Mr. Greeley complains of in Illinois, and you have come to Con-

gress to get the relief that you can not get in your own State.

Mr. Drake. We can not get that relief.

Mr. Cantrill. There is no reason for having any secrecy about this thing, because it has all got to be published when we get on the floor of the House.

Mr. Drake. When the house committee started its investigation it was a real investigation, made up of farmers, the men who had made their campaign upon the proposition that they would investigate these evils. When the house started that investigation, what happened? The chamber of commerce got busy. Their secretary, Mr. McHugh, as it appears in the record, got into touch with the reactionary senators. The senate of my State, broadly speaking was reactionary, and they were able to start, as a backfire to this real investigation—a senate investigation to traverse the same ground. In reality it was a committee to whitewash the chamber of commerce. It was headed by a man who is here to-day—Senator Works, of Blue Earth, Minn.—a man who has gone out on the platform since, speaking for the combine, and who is here to-day to argue for the combine—the servitor, in my judgement, of the Grain Trust of the Northwest.

Mr. Chairman, as Mr. Drake stated, a committee of the State Senate of Minnesota during the last session made an investigation of these same matters and submitted two reports, one whitewashing and the other condemning the chamber of commerce and the system of grading and inspection in vogue. It is true that the majority of this senate committee reported generally in favor of the chamber and of Minnesota's grading and inspection administration. But I deliberately say that the chamber of commerce influence in Minnesota politics succeeded in packing that committee with its friends for the express purpose of whitewashing it and neutralizing the work of the house committee, which was at the same time investigating the same matters. Congress and its committees should not be misled by the report of the majority of the Minnesota Senate committee. To anyone in Minnesota familiar with the make-up of that committee and with knowledge of the facts regarding its appointment, the report of the minority carries greater weight than the report of the majority.

The minority report is signed by Senators A. L. Hanson and O. A. Lende, two of the ablest and most progressive public men of Minnesota. The record of each of these men shows courage, capacity, and great zeal for the public good. No man who knows either of them would ever think of questioning either their integrity or their intelligence; and when they unite in a statement of conditions which they have themselves investigated, what they say is entitled to full faith and credit.

But how is it with the majority report of the senate committee and the personnel of the members signing it? Senator S. D. Works, of Mankato, clearly shows himself by coming on to Washington and making a special plea for the chamber of commerce before the Rules Committee to be.

Senator Works is classified in the public opinion of Minnesota as a reactionary senator, and his record in the senate on vital questions shows his subservency to big business.

Senator George H. Sullivan, another signer of the majority report, for years has been one of the attorneys of our Rapid Transit Co., and is generally recognized as a man who can be depended on by the great corporations of the State to protect them from adverse legislation. He is a man of great ability and unquestioned personal integrity, but he is honestly so conservative and so sincerely wedded to the existing order and methods of all large business enterprises that he is incapable of seeing anything evil in any form of monopoly profits or speculative gains.

Senator V. L. Johnson, the third signer of the report whitewashing the chamber of commerce, is hard to classify. He tries zealously to make every man think that he is on his side. When the Senate hearing was on and it became apparent that Senators Hanson and Lende stood with the farmers and that Senators Works and Sullivan stood for the grain combine, Senator Johnson was taken up to the mountain top, and the temptation was too strong.

The investigating committee of the House in Minnesota, on the other hand, was a very fair and able committee. Its leading members were farmers who had made a lifelong study of market conditions and were desperately in earnest in their efforts to bring out the truth and to find a remedy for the evils from which the farmers had long suffered. Representative C. M. Bendixon, the chairman of the committee, a well-informed farmer who had attended the State university and served in former sessions of the legislature with distinction, is a man of uncompromising fairness, and during the entire hearing of the committee insisted on giving the chamber of commerce every opportunity to defend its practices and justify its record.

Representative A. F. Teigen, another farmer with a college education, who had for years investigated the problem of future trading and who was the author of the resolution and a most active member of the committee, is also a man of fine courage and integrity. He started the movement to investigate market conditions at Minneapolis when he knew the powerful interests it would arouse against him as a public man, but from the beginning he never hesitated. Representatives D. P. O'Neil and Martin Schwartz, the two remaining farmers on the committee, are self-made men of rugged honesty. Both of them have won high place for their interest in education and the general upbuilding of the State. No man dare question the courage, honesty, or intelligence of either of them. The fifth member of the committee, Representative Frank Hopkins, is a young lawyer of keen intelligence who during the session showed his professional training and skill and his professional instinct to bring out both sides by developing every doubtful point, whether favorable to the farmers or the exchange. No one could say that he was prejudiced against the chamber, and he must have been convinced of the abuses condemned by the report when he signed it.

The Minnesota investigations disclosed many impositions and abuses from which our producers and consumers alike suffer on account of the Grain and Milling Trust. But the trust had too much pull with the politicians, and

no remedial laws were passed and no prosecutions begun under old laws. We still suffer from an unfair inspection system. We are still swindled by prices made by gamblers instead of by crops. This Congress should help. If it will destroy the gambling in grain, as promised by the Democratic platform, we will try to do the rest and drive the rogues from our market places.

Mr. Chairman, I was attorney for the House committee during the Minnesota investigation and know whereof I speak when I say that the grain-market conditions in the Northwest in all the great terminals from Chicago to Winnipeg are unfair to the farmers and take from them every year the larger part of the profits of their crops. It was shown that in Minneapolis for over 10 years an overcharge aggregating approximately \$5,000 a month had been collected as switching charges; that much of the grain marketed in Minneapolis, as well as in Chicago, had to bear not only double commissions but excessive profits in the exchange, and the heavy burden of almost countless future sales in the pit as well. These gambling sales run into the millions daily. From the testimony of W. S. Williams, secretary of the Clearing House Association of the Minneapolis Chamber of Commerce, it appears that future sales in that market alone aggregate not less than ten thousand million dollars annually. Is it not clear, Mr. Chairman, that the possibility of being called upon to deliver in the future such enormous quantities of grain, more than there is of actual grain in all the world, must, of course, depress the price to a low level in the pit? And, sir, strange as it may seem, the prices paid to the farmers for the real wheat by millers for the purpose of making flour are fixed and made by the prices the gamblers are paying at the same hour in their pit operations. The testimony on this point was conclusive.

W. A. Gregory, a member of the chamber of commerce, testified (Vol. 4, p. 1203):

Mr. Manahan. So, I say the power of the men in the pit to buy and sell grain under future contracts as exercised by them in the chamber of commerce does affect the price of wheat?

Mr. Gregory. Temporarily it does. During the day it does have an effect.

Mr. Manahan. Yes; from day to day?

Mr. Gregory. Yes. I believe it does. I think it does.

Mr. F. A. Hallett, a commission merchant, also testified (vol. 4, p. 1085):

Mr. Manahan. You have already testified that, generally speaking, the price paid for cash grain was fixed by the futures?

Mr. Hallett. Yes.

Mr. Manahan. So far as your observation and experience on the board goes, Mr. Hallett, the principal influence that you have directing you in future bidding is the other markets of the world. That is the principal thing, isn't it?

Mr. Hallett. It is one of the things.

E. L. Welch, another member of the chamber of commerce, also testified (vol. 3, p. 885):

Mr. Manahan. Do you get large orders from Chicago?

Mr. Welch. Yes, sir.

Mr. Manahan. How large is the largest you get—you have ever got?

Mr. Welch. Oh, possibly 100,000.

Mr. Manahan. You get a hundred thousand a clip from Chicago?

Mr. Welch. We have.

Mr. Manahan. Frequently?

Mr. Welch. Not frequently.

Mr. Manahan. But occasionally you get large orders from Chicago, do you?

Mr. Welch. Well, from 10 up to 100.

Mr. Manahan. And other commission men, to your knowledge, get the same thing?

Mr. Welch. I presume they do.

V. S. Ireys, one of the professional pit traders, answered questions as follows (vol. 5, pp. 1405-1406):

Mr. Manahan. If the buying orders were more numerous and vigorous, the price would immediately respond and go up? If the selling orders were more numerous, the price would immediately sag?

Mr. Ireys. That is it.

Mr. Manahan. And just the minute that price would sag, as a scalper, you would take as much as you thought you could handle quickly and immediately sell in Chicago or wherever you thought the better opportunity was?

Mr. Ireys. Yes. Your market is now made; the price of cash wheat is made by the price of futures. If you abolish futures, the price of cash wheat is made by what the miller or some group of men will pay for it. It restricts your trade.

F. G. Holbrook, another pit trader, gave the following illuminating estimate as to the magnitude of his "scalping" transactions (vol. 5, p. 1476):

Mr. Manahan. Mr. Holbrook, I understand since you have testified yesterday you have checked over your memorandum of business and desire to make some corrections as to your testimony?

Mr. Holbrook. Yes, sir; my remembrance is I testified in response to your question as to the volume of trading, that it ran from 10,000 to 20,000 or 30,000 and upward some days. I find in looking over there was days as low as 10, 20, and 30, and upward, and the average since the first of the year amounts to 67,000 bushels.

But, Mr. Chairman, why cite testimony to prove what no one denies regarding the effect of future trading upon cash wheat on the market? However, gentlemen may have the old-fashioned notion that these speculative prices made in the pit reflect world conditions of supply and demand. There never was a more colossal error fastened upon a great industry. As a matter of fact, the world's supply and demand of grain so evenly balanced from season to season and from year to year that there is no occasion and no justification for violent fluctuations in price. A bushel of wheat means food for an individual for as many days this year as last year or next year. It's intrinsic value does not fluctuate.

The supply being constant and so evenly balancing the demand from season to season there is no excuse for the market value to fluctuate if blind legislation did not permit men to gamble in it and to juggle its prices. To prove conclusively that the market price of wheat is not made by the supply and demand I called the attention of the Rules Committee to a comparison of production and prices for the years 1909 and 1911. In 1909 the whole world produced 3,581,519,000 bushels of wheat. In 1911 the world produced 3,540,717,000 bushels, be-

ing over 40,000,000 less than in 1909. Nevertheless the price of wheat ranged higher during the entire year of 1909, the year of the heavy production, than it did in 1911. According to the Statistical Abstract of the United States Government the value of wheat on the farm December 1, 1909, after the harvest, was 99 cents a bushel, while on December 1, 1911, it was but 87.4 cents per bushel, over 11 cents a bushel less. What made this value of 99 cents a bushel on the American farm at the end of this bumper crop of the whole world? Was it a failure of wheat in the United States? No. The same Statistical Abstract of our Government shows that the production of wheat in the United States alone for 1909 was 737,189,000 bushels, while the production in the United States for 1911 was only 621,338,000 bushels, which was over 115,000,000 bushels less than it was in 1909. So it appears that, at the end of the harvest, wheat on the American farm was worth 11 cents a bushel more in 1909 than it was at the end of 1911, although in 1909 the crop in the United States, as well as the world's crop of wheat, was much larger during the year of the higher prices. In the face of these figures what becomes of the humbug about the world's supply and demand under present conditions?

For fear that some resourceful gentleman may suggest that the high price of wheat in 1909 in spite of the excessive crop of that season was due to a failure of production in other cereals, let me state that the same statistical authorities show that the corn crop of the world in 1909 exceeded that of 1911 by over 100,000,000 bushels, while the corn crop of the United States in 1909 exceeded that of 1911 by over 240,000,000 bushels. It also appears that the production of oats, rye, and barley was heavier in the whole world and in the United States in 1909 than it was in 1911. It also appears from the same authorities that the years preceding and succeeding each of the years for which figures are given were normal years.

These statistics were called to the attention of the Rules Committee in the presence of the leading men of the Chicago Board of Trade and the Minneapolis Chamber of Commerce in attendance upon that committee. No attempt was made by anyone to controvert them, because they are taken from official reports. No attempt was made to explain them, because explanation is impossible on the theory that prices of grain are made by the world's supply and demand. The fact is, sir, that prices of grain are made under the present intolerable market conditions not by the supply and demand of grain, but by the arbitrary will and to satisfy the insatiable greed of gamblers. The greedy speculators of the Chicago exchange, operating in defiance of law, under the cover and protection of a servile inspection system, by the use of enormous quantities of doctored and depreciable grain held by them as licensed warehousemen, are able to hold prices at approximately any level that will suit their purposes. In 1909 their purposes were served by bulling the market to a farmers' level of 99 cents in spite of the overproduction of that year. In 1911 their purposes were served by holding the farmers' market down to the eighties. This year and last year and every year, Mr. Chairman, the great grain

octopus of Chicago has power to set the general level of prices for grain gamblers the world over. They dominate the Liverpool market when they do not act in concert and conjunction with it. They dominate Minneapolis absolutely, subject only to occasional variations on account of local crop conditions.

These evils can not be cured by the Agricultural Department under present laws, no matter how much money we appropriate for the use of the department in forecasting crops or investigating market conditions, while we permit the overshadowing vice of gambling in the necessities of life. In fact, sir, this problem of marketing and distributing requires a complete readjustment as well as the elimination of pure speculation. The markets must be free. Adequate warehouse and storage facilities should be furnished by the Government itself for the use of all, on equal terms, who care to store surplus products. A real Federal inspection and grading of grain, uniform and stable, must be provided. Mere supervision by the National Government will never stop the big operators from taking advantage of small dealers and helpless producers.

Mr. Chairman, I wish I could make clear the great importance of having honest and uniform grades and a fair inspection of grain at all markets. This is doubly important under present conditions permitting men to make future contracts which can be consummated by the delivery of grain graded by official inspectors. If the grades themselves are dishonest or the inspectors unfair in passing upon the grain used to fill future contracts, the effect of such dishonest grades and unfair inspection is to hammer down the price of futures and thereby depress the price of cash grain to the farmers. The large milling interests as well as the large terminal elevator interests are of course interested in such combination of future trading and subservient grading and inspection as will tend to depress the price of grain to the farmers, because the world's demand for food being a constant, unvarying demand measured by the universal hunger the lower they can keep the price paid the original producers the better chance it gives them to profit in the grain before it reaches the bread makers and bread eaters.

Each year the United States produces approximately 5,000,000,000 bushels of grain, subject to future trading and price manipulation in the great terminal market places. If by an unfair system of grading and inspection or by combination between pit trades or between large milling and terminal elevator interests the price of grain in the United States can be lowered 1 cent a bushel, it means a loss to the farmers of the Nation of just \$50,000,000 on an annual crop of five thousand million bushels. And when they can depress the price by combination and manipulation to the extent of 10 cents a bushel, as I think they have for this year's crop, it means a loss to the farmers of the staggering sum of \$500,000,000. Is it any wonder that every time a bill or resolution comes before a committee of this House looking toward a reform in the matter of grain exchanges a powerful group of operators with their lawyers will come in force to the hearings? Is it strange that, as Mr. Drake showed the Rules

Committee by the words of the president of the board of trade in his annual message of 1911, that organization has really created a lobby for the "education of Congressmen along lines of legislation pertaining to grain exchanges"? Is it strange that members of the Minneapolis Chamber of Commerce, to retain their grip on that great market, are in politics in a desperate effort to defeat for public office every man who has the temerity to urge legislation that will curb their power and destroy their graft?

During the last session of the Minnesota Legislature a committee appointed to investigate the Minneapolis Chamber of Commerce and the Duluth Board of Trade established the facts to which I have called attention and showed that for years the grading and inspection of grain in that State operated to the disadvantage of the producers and the profit of the great terminal elevators and mills. For instance, it was shown that between September 1, 1910, and August 31, 1912, the terminal elevators at Minneapolis received 15,571,575 bushels of No. 1 northern wheat, but during the same time these same elevators shipped out 19,978,777 bushels of the same grade. They had no wheat of this grade on hand at the beginning of the period and 114,454 bushels at the end of the period, showing that these terminal elevators had an overage of approximately 4,500,000 bushels for that period of No. 1 northern wheat. During the same period there was received of No. 2 northern wheat 20,413,584 and shipped out 22,242,410 bushels, making an average of nearly 2,000,000 bushels of No. 2. This gain of approximately 6,500,000 bushels of wheat in the two higher grades, Nos. 1 and 2, was made up from the inferior grades, which were inspected into these elevators as No. 4, "rejected" and "no grade." These four inferior grades were, of course, bought at prices ranging from 2 to 12 cents a bushel less than the regular price paid for No. 2 northern.

An examination of the statistics shows a similar result in other years. During the year 1902 the elevators at Duluth took in 599,602 bushels of No. 1 hard wheat and shipped out 648,607 bushels. They took in of No. 1 northern 15,187,012 bushels and shipped out 19,886,137 bushels, a gain of nearly 5,000,000 in No. 1 northern, while of rejected wheat they took in 892,241 bushels and shipped out only 94,626 bushels.

Of "no grade" wheat they took in 2,561,505 bushels and shipped out only 468,922 bushels. I do not have the number of bushels of Nos. 2, 3, and 4 shipped in and out in order to make up the overage of nearly 5,000,000 bushels shown in No. 1 Northern.

The statistics for the year 1914 of the terminal elevators in Duluth are equally significant, showing that of No. 1 hard wheat they took in a little over 60,000 bushels and shipped out over 109,000. If No. 1 northern, however, the grade upon which the future bidding is based, they took in only 12,401,000 bushels, approximately, while they shipped over 18,217,000 bushels, a gain of nearly 6,000,000 bushels. In order to make this gain in No. 1 northern, they had to use quantities of wheat which was inspected in to them as No. 3, and as "rejected" or "no grade" wheat. Of No. 3 northern they took in over 2,616,000, but shipped out only 283,000 bushels. Of "rejected"

wheat they took in over 2,350,000 and shipped out less than 315,000; and of "no grade" they took in 2,586,843 bushels and shipped out 256,943 bushels. It is clear that by the difference of inspection in and out when applied to the grain for this year going through the terminal elevators at Duluth approximately 2,000,000 bushels of No. 3, 2,000,000 bushels of "rejected," and 2,000,000 bushels of "no grade" wheat were lifted to No. 1 northern to make up the overage of approximately 6,000,000 bushels in that grade.

Keep in mind that "rejected" wheat is wheat that is actually deteriorated by mold, etc., and is of inferior milling quality; and that "no grade" wheat is wheat that is too damp to be graded, in the mind of the inspector, as No. 1. The prices paid for No. 3, "rejected," and "no grade" wheat ranges from 5 to 12 cents a bushel less than No. 1. The iniquity of this situation lies in the fact that all of this "rejected" and "no grade" and inferior wheat thus lifted by the inspectors into No. 1 grade becomes immediately available in filling future contracts, and therefore becomes the future trading standard grade, thereby depressing the future price of No. 1 Northern wheat on all future markets. The significance of this is seen when we remember that the cash price of wheat paid to the farmers in the country and on all the great exchanges is based upon the future price thus made by a doctored and inferior quality, but enormous quantity, of wheat in storage and available for filling contracts.

The same evil practice prevails regarding the inspection of barley, enormous quantities of which the inspectors refuse to grade as malting barley on arrival at the terminals, calling the shipments generally feed barley, which compels it to be sold without grading and at a reduced price, because the farmer has no way of proving in the face of the inspector's certificate that the barley graded as feed barley is really malting barley and is ultimately used as such. A very large part of the barley shipped to Minnesota and called by the inspectors feed barley to enable the brokers to buy it more cheaply and accounted to the farmers by the commission mer-

chant who sells it as feed barley without a grade is really sold or used by the purchaser as malting barley at a profit of from 10 to 12 cents a bushel. This sort of transaction may be legal. It may be business. But to me it looks like stealing.

Mr. Chairman, to put the whole thing in a nutshell, under present conditions in the Northwest, the great bread basket of this nation, the whole machinery of distribution, has been monopolized. The market place, which should be clean and pure as a temple of worship, has become a place of sharp practice and unfair bargaining—I was almost tempted to say a den of thieves.

Hartnett Cartage & Storage Co;—

Coupled with the local transportation of building materials, household goods and other effects, the name of the Hartnett Cartage & Storage Co., has been in connection in Dayton, O., for 50 years. The concern was for many years located at Monument avenue and Tayler street, but the disastrous flood of 1913, which took away the building, forced the removal to 135 North Webster street. The storage warehouses of the company are located at 218 and 220 North Sears street.

The Hartnett Cartage & Storage Co., was established in 1864 by James Hartnett, and successfully conducted for many years. When he died in 1900, he was succeeded by his son, Maurice W. Hartnett, who has conducted the business ever since, and means to continue in the line, Maurice Hartnett has great faith in Dayton's future.

For more than 13 years the Hartnett company has been the delivery agent of the Larkin company, and during that time has distributed about the city

thousands of orders of soaps and premiums. For many years, the company engaged in the removal of household goods and other activities.

On the second floor are the stalls for the 100 horses owned by the company, great big fellows, some of them weighing a ton each. On the third floor are stored the hay and oats.

The New York State Legislature is considering a bill introduced in the Senate by Senator Hewitt, which would increase the registration fees of the heavy motor vehicles several hundred per cent in some classes, where they now pay a flat rate of \$5. The passage of the measure would mean an increase in the state's revenue approximately of \$2,000,000, to be derived from 200,000 motor vehicle owners.

The schedule of taxes in the bill is, \$10 for a motor vehicle, not electric, having a rating of 25 horsepower or less. \$20 for a motor vehicle, not electric, having a rating of 25 horsepower and less than 40 horsepower; \$30 for a motor vehicle, not electric, having a rating of more than 40 horsepower and less than 50 horsepower; \$50 for a motor vehicle, not electric, having a rating of 50 horsepower or more; \$10 additional for a motor vehicle, not electric, used for commercial purposes and weighing over 4,000 pounds; \$10 for a motor vehicle propelled by electricity; \$10 additional upon the registration of a motor vehicle propelled by electricity used for commercial purposes and weighing over 4,000 pounds; \$5 additional to the minimum fee for each passenger seating capacity, and \$25 additional to the minimum fee for each ton of carrying capacity of baggage or freight for a motor vehicle, electric or otherwise, operated as a motorbus.

James McMahon.

James McMahon, of the McMahon Brothers' Teaming Co., a member of the Chicago Cartage Exchange, died on Tuesday, February 16, 1915, at his residence, 4710 West Monroe street, Chicago. Mr. McMahon leaves surviving him a wife, three children, his mother and two brothers, Richard and William.

Hundreds of business associates and other friends called at his home to pay their respects to the deceased, the gathering being one of the largest of its kind in recent years. Mr. McMahon had been a very popular, cheerful and kindly man, and had a very large circle of acquaintances in business and socially. With him the home life took precedence and his wife and children lose a kind and attentive husband and father. He was strictly attentive to business; was one of the most popular of the teaming men of the younger generation, and had been identified with his company all

his business life. He found time to be very active in the affairs of the Cartage Exchange, and his loss will be keenly felt by the members. The business will be conducted by his brothers under the same name.

The members of the Exchange attended the funeral in a body, and sent a beautiful floral piece. The firms for whom he had done business sent personal representatives and floral offerings, as did his employees, who attended in a body.

The funeral services were in charge of the Rev. Father Cunningham of the Church of the Resurrection, who was most eloquent in his remarks concerning the deceased, and all of those who attended the services at the church were strong in their praise of the words of Father Cunningham. After the church services the funeral was conducted by automobile to Mt. Carmel Cemetery, where the burial services were performed.

LOUIS S. WAAGE,
Secretary of the Cartage Exchange of Chicago.

Transfer & Storage Items From the British Isles

The question of questions here just now is the high shipping freights, which are affecting prices in all directions and particularly feeding for man and beast. There is a loud call for legislative interference, and a committee of Parliament has been appointed to investigate whether that is feasible. It is alleged that the shipowner is simply robbing the public. We propose to inquire how far that allegation is true, and in order that the facts stated may specially interest American transit men, we shall deal specially with the Atlantic liner business.

At the commencement of the war, large numbers of liners were requisitioned for government service, many of these vessels being still thus employed. The liner has a regular trade route, and her owner has to maintain that route in good times and bad, unless he wishes to see his business pass into the hands of others. When steamers were requisitioned at both ends of a trade route, as was the case with the services to Bombay, the consequent confusion and difficulty in maintaining anything like an adequate service can better be imagined than described.

The present day liner is, even under favorable circumstances, an expensive vessel both to build and operate, and while it is important that the liner tonnage be maintained running, it is impossible to do this without serious loss unless a certain income can be maintained. In this connection it is important to note that by far the largest share of income to the liner is made from passenger business, a source which has to all intents and purposes disappeared since the commencement of the war, and is likely to remain in that state until some considerable time after peace is declared.

Increased Cost of Coaling.

Then there is coaling, which is a real and daily increasing item of additional expense. Coaling at the various ports which could be done at 22s to 28s per ton before the war, now costs 38s to 60s per ton. Indeed it is no exaggeration to say that on an ordinary liner voyage the expense for coal is now more than £2,000 (\$10,000) over what it was previously.

Delay in loading and discharging due to congestion of harbors has also to be reckoned. For instance, it is no uncommon occurrence in Liverpool for a steamer to arrive and find she is No. 25 or 30 for a berth. In London a large proportion of the cargo was formerly discharged overside, but as the government has commandeered a large number of the barges and as the warehouses are occupied with government sugar, the result, coupled with a shortage of labor, is very serious delay. Expenses do not cease while steamers are await-

ing berths, and a delay of 10 days, which is the minimum under present conditions means an addition of from £400 (\$2,000) to £1,500 (\$7,500) to the voyage expenses, according to the size and value of the steamer.

Other Items Increasing.

Further while it is true that insurance rates are relatively low, still the expense of the increase in them is considerable and may mean anything from £500 (\$2,500) to £3,500 (\$17,500) in the case of the larger Atlantic steamers on each voyage.

Lastly wages of crews have largely increased, men are scarce and consequently the price of labor is everywhere rising.

The above are some aspects of the matter from the shipowners' point of view; and on the whole it may be said that while freights have risen, it is not so clear that the rise has been out of proportion to the rise in costs.

Various suggestions are being put forward to bring about a reduction in freights. We mention some of the most practical—(1) That the government see that it is not detaining in their employment more ships than are really required and if so, that the surplus be set free for ordinary use; (2) that better organization of labor at the docks be set going, the trade unions to co-operate to this end; and (3) that the German ships interned in British ports be let out to private charterers during the war. These remedies reveal the fact that very little can be done against the inexorable law of supply and demand. The commandeering of ships by the British government, and the disappearance of the whole German mercantile marine has caused a serious shortage in tonnage, and a further supply not being yet forthcoming to meet the increased demand, high freights have resulted.

DONALD MACKAY.

Glasgow, Scotland, February, 1915.

Notes of American Transfermen's Association

Since our last circular letter issued last month we have received the following new members:

Greenville Transfer Co., Greenville, Miss.; Mobile Transfer, Mobile, Alabama; Gainesville Baggage & Cab Co., Gainesville, Ga.; Polhemus Taxi & Transfer Co., Ann Arbor, Mich.

I also wish to announce that the T. J. Young & Son Co., Fargo, North Dakota, has elected a new list of officers, Ed. G. Kosko, president and manager, John Kosko, vice president and W. S. Lowman, secretary and treasurer.

It is with a great deal of sorrow that it becomes my sad duty to announce the death of our honored member, Stephen C. Cook, of Cook's St. Paul Omnibus Co., which occurred at Santa Barba, Cal., January 15. Burial took place at St. Paul. On behalf of the Association, I extended to Mrs. Cook and family our sincere sympathy, and through the kindness of Mr. Fradenburg of the Cook company and Mr. Barrett, of Chicago, had a beautiful floral tribute placed on his

casket. The Association was represented by Mr. Barrett and Mr. Mattison.

Again we ask the members to help the Chairman of the membership committee in his work. Mr. Wilson is chairman of the committee, and is working hard, and if we will only take some time and try and interest some company, we can easily double our membership.

E. M. HANSON, Secretary and Treasurer.

Commission to Study Boston Transportation.

One of the problems taken up by the Metropolitan Affairs Committee recently at the Massachusetts State house was Mayor Curley's bill for the creation of a new commission to study Boston transportation with special reference to freight requirements. It is proposed to establish an unpaid board of five commissioners, three to be appointed by the governor, including the chairman, and two by the mayor of Boston. This commission shall study and report within 18 months city transportation, interurban facilities for shipping freight, the construction of freight lines for the accommodation of steamships, railroads, warehouses, markets and manufacturing and industrial establishments.

Organize to Curb Justices in S. P. C. A. Cases.

To obtain the passage of two bills now before the New Jersey legislature, which aim to do away with the so-called "injustice" of the present procedure in the arrest of persons in "cruelty to animal" cases, a new organization to be known as the Essex County Horse Owners' Association was formed at a meeting in the Builders and Traders' Exchange building, in Newark, N. J., recently. The officers of the new association are: President, Joseph C. Wood, president of the Newark Express Co.; secretary, John G. Crawford, secretary and treasurer of the Duckworth-Crawford Co.; treasurer John J. Hill, president of the Hill Bread Co.

The members of the executive committee are: Richard M. Hanscka, president of the Williams Baking Co.; August C. Voelker, president of the People's Express Co.; Marshall Freeman, of the C. Mill-Freeman Co.; A. C. Zusi, secretary of the Beer Drivers' Union No. 148, and Frank Decker, of the Decker & Sons' Trucking Co.

Bill No. 58, if passed, will take away the power from justices of the peace to try cases of persons charged with cruelty to animals, placing the jurisdiction with the police justices or recorders. It also provides for at least one adjournment of a hearing for a period of 3 days, after a person is arrested on a cruelty charge, and an appeal to a higher court, when desired.

Bill No. 59 provides that all money collected in fines imposed in such cases shall be divided equally between the Society of the Prevention of Cruelty to Animals and the municipality in which the fine is imposed. At present the penalty is divided between the person making the complaint, usually an agent of the S. P. C. A., and the society.

It was pointed out by John J. Hill, of the Hill Bread Company, that the present method of distributing the fine is unfair, because the person making the complaint was interested in having the fine imposed because of the financial remuneration attached. Mr. Hill further stated that the justices of the peace invariably convict a man in such cases, because they get a fee only in cases where drivers are found guilty.

Mutual Terminal in Cleveland, Ohio.

A new terminal freight warehouse, to be used by all railroads, is to be constructed at the corner of West Ninth street and Main avenue, N. W., Cleveland, Ohio. The structure is to cost \$2,000,000, and it is claimed that the operation of this terminal will greatly reduce freight handling costs in Cleveland. The entire structure is to be strictly fireproof, of concrete and steel and twelve stories high. In entering the warehouse the Big Four Railroad will be compelled to change its tracks from the Erie station at Superior avenue, N. W., to the terminal.

Gin Fizzes at Horse Hospital.

Now, if you are an equine who
Would like to taste of gin,
Pretend you are tuberculous
And a regular dose you'll win.

—Equine Drinking Song.

Hush! The attendants at the horse clinic at the Ashton Lawrence Hospital for Horses at 78 Northampton street, are teetotalers. But the horses are not. The disappearance of large quantities of gin and straight alcohol at the hospital was something unparalleled—for a few minutes. Horses put almost down and out by hard usage or other causes have been permitted—nay, not only permitted, but encouraged—to imbibe of the cup that cheers (or the basin, or pail, or whatever they use) on a massive scale.

But just as the prohibition enthusiast has caught a whiff of about enough of this scandal to prompt him to consider injunction proceedings he is brought to a sudden halt. For the equines are given the fiery fluid not as a destroyer of their morals, but as a builder up of their constitutions.

As a matter of fact, it is the tubercular horses who are given the gin rickeys or gin fizzes, or whatever the potion might be called. For the gin is relied on as the best sustainer of strength for these tubercular animals. But don't breathe a word of it to your horse, for all equines might be tempted to join the tubercular class if they but heard a whisper of it.

Alcohol, on the other hand, is used more than anything else at the hospital as a lotion for wounds and bruises. So that all suspicion against the attendants as the parties responsible for the big drink bills is hereby wiped out.

Transfer and Storagemen Banquet at Grand Rapids.

The Eleventh Annual Banquet of the Grand Rapids Transfer and Storagemen's Association was held in the office of Radcliffe & Co., of Grand Rapids, on March 9, 1915.

We weren't there. We regret it but it is so. Too much business, as usual. Had it been the thirteenth annual banquet instead of the eleventh, we couldn't have missed it, business or no business. However, our good friend E. M. Radcliffe has sent us a report of the doings and this follows in due course.

Quite a few were present from Chicago. F. L. Bateman of the Transcontinental Freight Co. of that city, read a paper on "Household Moving Throughout the World" which was illustrated by some very good lantern slides. Charles S. Morris of the Metropolitan Fireproof Storage Co. of New York City was scheduled to be present and to read a paper entitled "A Thought Nugget for Every Van Owner." We understand—on the authority of one of our advertising men, draw your own conclusions—that Mr. Morris was not there, owing to press of business in New York City and in his absence, his paper was read by the inimitable Radcliffe.

B. J. Hogan, a local dialect monologist of some fame entertained the guests with some good stories, a la "Pleasie" Mills of the White Line Transfer & Storage Co., of Des Moines, Ia.

The address of President M. A. Gelock of the Association was one of the principal speeches of the evening. In this there is much regarding the proposed Public Utility Control of Warehouses in the State of Michigan. It follows in full:

First of all, I want to thank the guests who are present, many of whom have come quite a distance, and we assure them that we certainly feel grateful for their attendance and endeavors to make this meeting a success.

While we did not come here to transact any business this evening, as it is customary for the president to make a few remarks I will just mention a few important matters, in my judgment. At these annual meetings we realize how time is flying, and it does not seem possible that we have been together 11 years endeavoring to improve our business, yet it is a fact. There have been many changes in our industry during this time. Going along from day to day we scarcely realize how conditions change, so gradual is the change.

We were organized in the Michigan Trust Co.'s building about 11 years ago (on March 4, to be specific), and our object has been to promote a friendly feeling and for mutual protection and assistance. Time and again it has seemed as though our local council has "laid awake nights" to see what new restrictions, traffic ordinances, etc., they could pass to make it harder for us to do business and at a profit. The past year has given us quite a little anxiety on these points from time to time, and it was certainly a comfort to see the members rally together as one man in times of trouble, simply because we were organized.

The Michigan Legislature is now seriously considering turning the storage business, etc., over to the Public Utilities Commission, which has already been done in a number of States, and if this goes into effect there will be more "red tape" in conducting a storage business. Representative Briggs, of Pontiac, has introduced in the Michigan Legislature a bill which provides that the standard tread for all wagons, carriages, and motor vehicles manufactured, sold, or used, in the State of Michigan, shall be 4 feet 8 inches, and we have sent in a remonstrance through our secretary against this measure, because many of us use wide track wagons, you understand.

While most of our cartage, teaming, and some of our van work is now done by the hour, we are in hopes before the present year is over we will be on the hourly basis in everything, the same as most all the larger cities, as it is the only fair way for both parties.

With the increasing costs we are many times not receiving sufficient compensation for the services we are rendering when the work is done by the job. How many of us have made such a thorough analysis of our business that we know the cost?

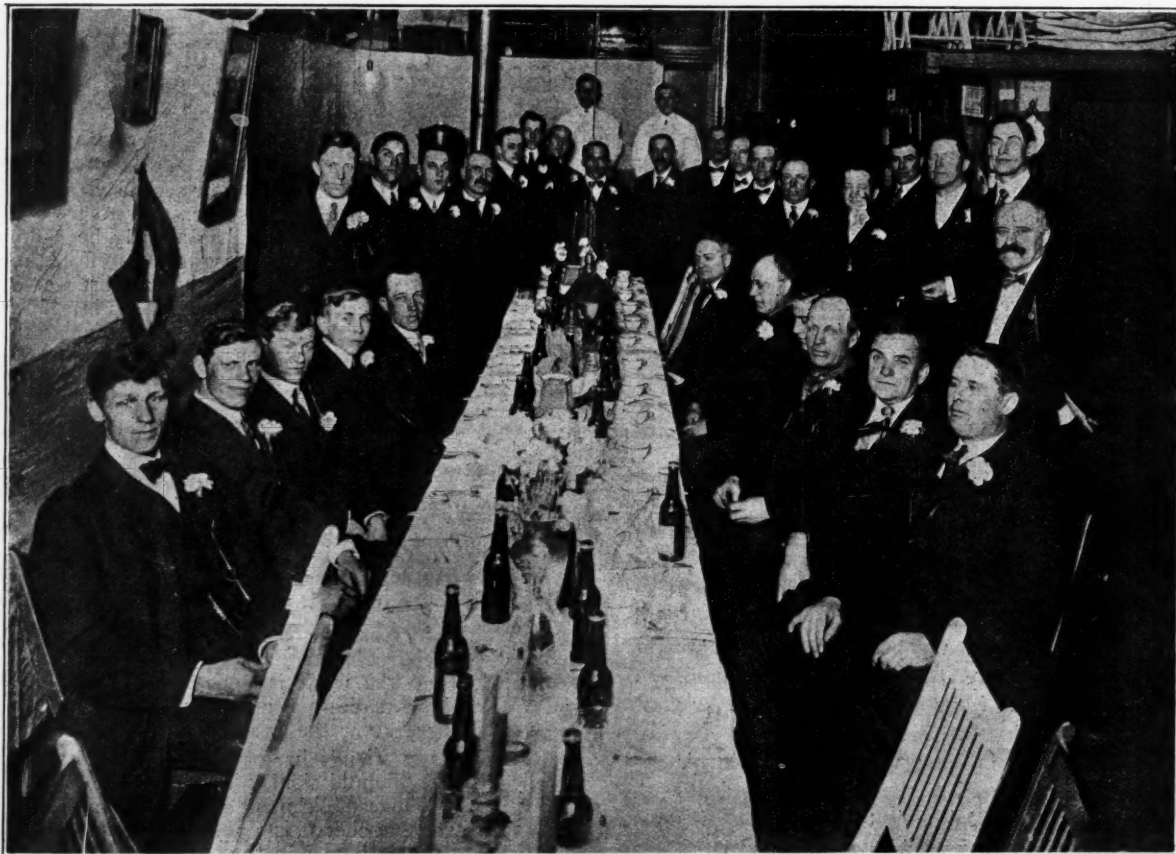
Our Chicago friends have rates established by a Public Utilities Commission and those rates must be maintained. The establishment and maintenance of a fair rate of storage charge is a crying need of the present time, and it is hoped in the coming year that a means may be devised for accomplishing the desired result in Grand Rapids. A uniform specification sheet for packing work, as used in Chicago, would help us get a regular price for packing.

I would like to see all the members of this association conduct their business in a liberal spirit. To do this we must conduct it at a fair profit, therefore do not skimp your work, but strive to show your customer the need for the work you recommend and that a good job is worth a fair price.

I will now turn the meeting over to our secretary, Mr. Radcliffe, who will act as toastmaster for the evening.

It was the sentiment of those present that it is impossible for transfer and storagemen to adopt a standard tread for their trucks and moving vans and the proposed bill before the Michigan legislature to such effect will be a hardship upon the men in the moving business. This was about all the business transacted, every man who was called upon by the toastmaster having been forewarned that business was "taboo" and with this principle established the evening passed very pleasantly.

James F. Keenan of the Haugh & Keenan Storage & Transfer Co., of Pittsburgh, is stated in a recent number of the Pittsburgh "Sun" to be fostering a movement to do away with periodical leasing in the Steel City. Mr. Keenan has proposed a plan similar to that which the Illinois and New York Furniture Warehousemen's Association are endeavoring to put through in Chicago and New York City.



Eleventh Annual Banquet of Grand Rapids Transfer and Storagemen.

Eliminating a Common Misunderstanding.

When anyone stores goods in a fireproof warehouse, or a non-fireproof warehouse operated by a company which operates a fireproof warehouse also, and advertises as a fireproof warehouse company, the natural impression of the customer is that his or her goods are secured by the warehouse company against damage from fire or other causes.

Very few people take the trouble to ask and be sure on this point and the result is that some warehousemen have had trouble with customers when goods have been destroyed by fire. The owner of the goods seems to understand that the warehouseman protects the contents of his warehouse under a blanket insurance policy, and consequently, if the goods are destroyed, he or she holds the warehouseman responsible, or tries to, especially if the goods were not insured by the depositor. The case has never been argued out in the courts and the outcome of such argumentation is doubtful.

To do away with this misunderstanding, the Illinois Furniture Warehousemen's Association has appointed a committee to see that it is specifically stated in all warehouse receipts that goods received for storage are not insured against fire, or to adopt some means

by which warehouse depositors will know that their goods are not insured when deposited with a storage-man.

Rates for Van Work in Detroit.

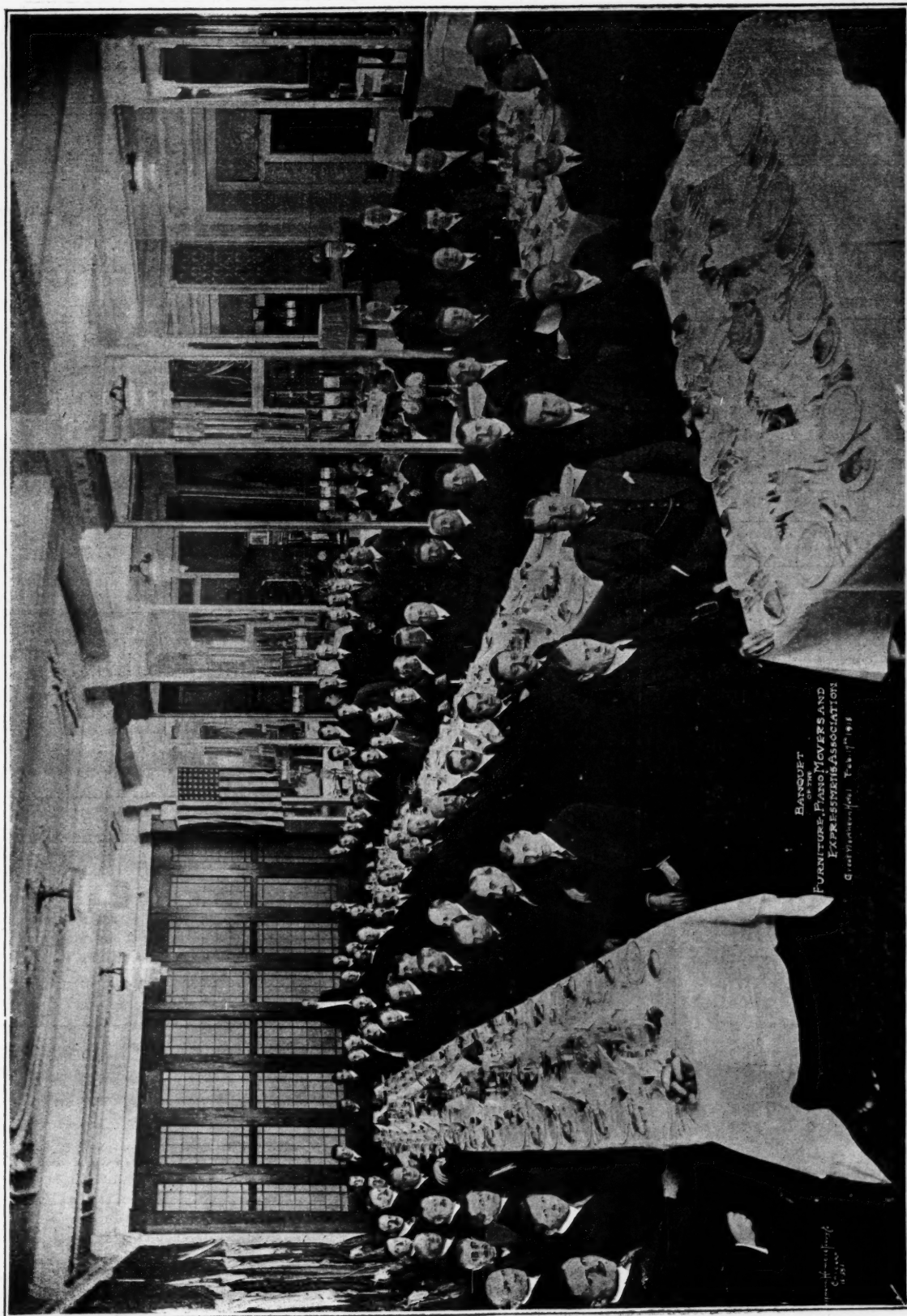
The following are the rates for van work in Detroit, Mich.:

Vans, house to house, no piano, one mile or less, \$4; each additional mile or fraction, 50 cents; with piano in load, \$1 extra. A charge of 50 cents for each flight of stairs, up or down will be made; if there is a piano, 50 cents a flight, up or down, extra.

For flats, in and out, with power elevator, a charge of 50 cents per story will be made. Swing piano once, \$5; double swing, \$8. Move piano alone, ground to ground, \$2; extra charge of 50 cents for each stairway.

Moving, house to house, no van, \$1.50 per hour for two men, 50 cents per hour for each additional man; no charge of less than one hour. Disconnect stove, where tank is empty, 50 cents. For box and boxing, delivery upright piano, \$5; if moved with load, \$4. Unboxed pianos, \$1.

The Detroit van owners are very much interested in the hourly rate for moving and while they have not gotten together yet on this question, the probabilities are that they will in the near future.



Annual Banquet of Chicago Furniture, Piano Movers' and Expressmen's Association at the Great Northern Hotel, Chicago, on February 17.

Transfer, Warehouse and Storage Companies' Directory

ATLANTA, GA.

Morrow Transfer & Storage Company,

STORAGE AND HAULING.

Members of A. W. A. and N. Y. F. W. A.
26 West Alabama Street.

Cathcart

Transfer & Storage Co.,

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse

6-8 Madison Ave.

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

48 India Street.

Trucking, Forwarding and Rigging.

BROOKLYN, N. Y.

PIONEER FIREPROOF STORAGE WAREHOUSES

GEO. H. SHEPHARD,

General Manager.

GEO. F. SHEPHARD,

Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

News From Everywhere Briefly Told.

A. B. Compton, formerly branch manager of Werner Bros. Fireproof Storage Co.'s warehouse No. 2 in Chicago, is now with Moores & Dunford, the well-known warehouse architects of the Windy City. At present Mr. Compton is covering the local territory for Moores & Dunford, but in the near future he will be seen among the warehousemen in other cities.

F. H. Hebarb, of Hebarb's Storage Warehouses of Chicago, is spending a few months in Mississippi, getting away from the bad weather in Chicago and also getting rid of some of that hard-earned moving, packing and storage money. F. H. has served his time all right and is entitled to all the enjoyment he can get—"RAD".

Howard Jasper Latimer, of the Fireproof Storage Co., of Cleveland, and Mrs. Latimer are spending a few months in California—"RAD".

A. T. Willet, of the A. T. Willett Co., of Chicago, is among those who are escaping Chicago's most unpleasant season by sojourning in California.

H. W. Keyes, manager for the Metropolitan Storage Warehouse Co., of Cambridge Mass., writes that he hears that in Chicago, called the "Windy City" the wind registers only an average of 9 miles an hour while the wind averages 11 miles an hour in Boston. Well, whoever said they called Chicago the "Windy City" on account of Nature's breezes? Mr. Keyes sends TRANSFER & STORAGE a map of Boston, gotten out by the Metropolitan Storage Warehouse Co., showing the terminal facilities of the city of Boston.

New York Furniture Warehousemen's Association announce the following additions to its membership list Active Atlas Fireproof Storage Warehouse, 157 West 124th street, New York city; Associate: Fireproof Storage Warehouse, 19 Vine street, Hamilton, Ont., Security Storage Warehouses Pennsylvania avenue and Clayton street, Wilmington, Del.

Haeger Storage Warehouse of New York City, located at Eighth avenue and Thirty-Third to Thirty-Fourth streets, after an uninterrupted business of nearly 70 years, is at last forced to close down. This was the oldest warehouse for the storage of household furniture in the United States, and was operated by members of the Haeger family since organization. Mrs. Annie C. Haeger was in full charge for over 40 years, until her death last year. The buildings are to make way for a twenty-one story structure, and the goods have been transferred to the Bowling Green Storage & Van Co.'s warehouse.

Women's P. S. P. C. A. of Philadelphia, has issued the society's Ninth An-

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

O. J. Glenn & Son

Everything in the Line of Moving,

Carting, Packing, Storage.

Office, 47 W. Swan Street.

Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty.



CANTON, O.

Cummins Storage Company

310 East Ninth Street.

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and
Machinery.

General Office, 38 So. Dearborn St. Chicago.
New York, 290 Broadway; Boston, 437 Old
South Building; Buffalo, 675 Ellicott Square;

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery
and Automobiles.

Reduced Freight Rates to and from all principal points west.

General Office, 203 South Dearborn Street,
New York Office, 29 Broadway.
Boston Office, 1004 Old South Building.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED**CLEVELAND, O.****The Fireproof Storage Co.**

5700 EUCLID AVENUE.
Most complete facilities for Moving, Packing and Storage of Mechanical and Household Goods. Special attention to carload consignments.

DENVER, COL.**THE WEICKER
TRANSFER AND STORAGE CO.**

Office 1017 Seventeenth Street.
New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street.
Storage of Merchandise and Household Goods.
Distribution of Car Lots a Specialty.

DETROIT, MICH.**The Reading Truck Co.**

Office and Warehouse, Sixth and Congress Sts.
GENERAL CARTAGE AGENTS,
For Wabash and Canadian Pacific Railways.
Superior Facilities for Hauling and
Erecting All Kinds of Machinery.

**Riverside Storage & Cartage
Company**

51 CASS STREET.

DES MOINES, IA.**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS
General Office. - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER
& STORAGE COMPANY**

518 SAN FRANCISCO ST.
Forwarders and Distributors—Trucking of all
kinds—Distribution cars a specialty.
Warehouse on Track

ERIE, PA.**The Erie Storage & Carting
Company**

Packers of Pianos and Household Goods.
Storage, Carting and Parcel Delivery.
Warehouse Siding, switching to all lines

nual Report for the Horse Watering
Stations Department.

Boston Work Horse Relief Assiation has published a booklet containing the plans of the association for the Thirtieth Annual Work Horse Parade in Boston on May 30, 1915.

C. E. Toberman Co., of Los Angeles, Cal., will erect a re-inforced concrete storage warehouse on Highland avenue, near Hollywood boulevard in that city. The building will be a four-story and basement structure, 55 by 140 feet and will cost \$25,000.

Midland Warehouse & Transfer Co., will build a \$600,000 warehouse between West Fifteenth street and Fifteenth place, Chicago.

West Street Improvement Co., will build a \$2,500,000 warehouse plant at Greenpoint, L. I., the plant to consist of six large fireproof warehouses, with waterfront, railroad switches, freight terminals and every facility for handling in the most economical manner, the great volume of freight that it is expected that the New York State barge canal will bring to Brooklyn.

Who done that?—According to a recent issue of the Buffalo, N. Y., "Courier" it took 4 days to move the household goods of George Mulligan from the Queen City to Nagara Falls and even then the police had to be called in to help. The motor truck in which the goods were had to turn out into the fields because of road construction, the gears were stripped and the machine with the goods on it stayed in that particular spot for 4 days.

City of Portland, Ore., has adopted a traffic ordinance by which five tons is made the limit of a load that may be transported over the city streets.

Frank T. Elston, of the Elston Packing & Storage Co., of Grand Rapids, Mich., has purchased the property at the corner of Wealthy avenue and Charles avenue, S. E., that city, and will remodel the garage now on the property into a modern storage warehouse. The present building is a brick structure, two-stories in height, L-shaped with a depth of 128 feet on Wealthy street and 76 feet on Charles avenue. Two additional stories will be put on the building.—"RAD".

Armstrong Transfer Co., of Minneapolis, Minn., has changed its name to the Armstrong Transfer & Storage Co.

Eldredge Express & Storage Warehouse Co., of Atlantic City, N. J., has issued a neat little advertising folder which is also a street directory of Atlantic City and nearby towns.

C. A. Aspinwall, vice-president of the Security Storage Co., of Washington, D. C., is one of the speakers in a series of free lectures to be given at the Washington Y. M. C. A. during the coming months. Mr. Aspinwall's subject is "Foreign Shipping & Marine Insurance."

TRANSFER & STORAGE thanks the White Transfer Line of Fort Dodge, Ia., for a very pretty calendar received recently.

W. L. Hinds of the Merchant's Trans-

FORT WAYNE, IND.**Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING**

125 West Columbia Street.

FORT WORTH, TEX.**Binyon Transfer & Storage
Company.**

265-7 West Fifteenth Street,
Receivers and Forwarders of Merchandise.
Furniture Stored, Packed and Moved.
Handling Pool Cars a Specialty.

HARTFORD, CONN.**The Bill Brothers Company
TRANSFER AND STORAGE**

Special Facilities for Moving Machinery, Safes, Furniture, Pianos, etc. **STORAGE WAREHOUSES** with separate apartments for Household Goods, and Railroad Siding for Carload Shipments.

HELENA, MONT.**Benson, Carpenter & Co.
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse.

HANDLING "POOL" CARS A SPECIALTY.
Trackage Facilities.

HOUSTON, TEX.**WESTHEIMER
WAREHOUSE COMPANY
STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

JAMESTOWN, N. Y.**DONELSON TRUCKING &
STORAGE CO.,**

FACILITIES FOR PACKING, SHIPPING,
MOVING AND STORING
HOUSEHOLD GOODS.

Machinery, Safes, Etc., Moved—MOTOR VANS

LEOMINSTER, MASS.**W. K. MORSE
LIGHT AND HEAVY TRUCKING
OF ALL KINDS**

Office and Stables, rear 33 Mechanic Street.
Residence, 147 Whitney Street.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

MANSFIELD, O.

**COTTER
TRANSFER & STORAGE
Company
GENERAL HAULING & STORAGE**

MILWAUKEE, WIS.

Kinsella Transfer Company
617 Clinton Street
WE MOVE EVERYTHING.
ALL KINDS OF TEAMING

**THE UNION TRANSFER
COMPANY.**

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.
"We Deliver the Goods."

MINNEAPOLIS, MINN.

**Cameron
Transfer & Storage Company**
708 Hennepin Avenue.
Unsurpassed facilities for Storing, Handling, Transferring and Forwarding Merchandise and Household Goods.
Fireproof Storage.

MONTREAL, CANADA

Meldrum Brothers, Limited
Cartage Contractors
Established 1857
Office 32 Wellington Street.
Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

**B. B. GARDNER, 18 BLACKHALL
STREET**
PIANO AND FURNITURE
PACKER, MOVER & SHIPPER
Safe Mover—Freight and Baggage Transfer.
STORAGE.

NEW YORK CITY.

The Meade Transfer Company
General Freight Forwarders
Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
Main Office, P. R. R. Pier, 1 N. E.

fer & Storage Co., of Des Moines, Ia., who has been seriously ill with pneumonia, is reported to be improving slowly.

Security Storage Co., of Greenville, S. C., has completed its organization and is now ready for business. A specialty will be made of cotton storage for the mills.

Boyd Transfer & Storage Co.'s machine shop at Minneapolis, Minn., is given a little write up in a recent issue of the Minneapolis "News." The machine shop includes a garage and a wagon repair shop and a separate paint shop building where motor cars and all sorts of vehicles may be refitted, repaired or painted. According to the "News", H. H. Chamberlain of the Boyd company is very partial to motor trucks for long distance moving. The rate for auto trucks is \$2.00 an hour, which is only 75 cents more than the rate for horse drawn vans.

Allston Storage Warehouse, Inc., of Boston, Mass., has leased the five story-storage warehouse which is to be erected at 132 Harvard avenue, that city.

Casper Feld, who had been connected with the Gem City Transfer Co., of Quincy, Ill., for 32 years, died at his home in Quincy on February 13. Mr. Feld, who was born in Herford, Westphalen, Germany, on August 6, 1850, came to America when a boy. He leaves a son, Elmer, and two daughters.

Delivery of freight at railroad terminals is to be investigated in Milwaukee, the Shippers' and Receivers' Bureau of the Merchant's and Manufacturers Association having decided to collect data at the terminals with a view to eliminating the congestion which exists at present.

Lincoln Transfer & Storage Co., of Lincoln, Neb., suffered from fire on February 19, when twelve horses belonging to the company were burned. The loss was estimated at over \$40,000, mostly covered by insurance. Eighteen horses were rescued from the burning building.

Grand Rapids, Mich., Belgian-Holland Relief Committee is using the plant of the Elston Packing & Storage Co., for storing relief supplies.

Suffolk Storage Warehouse Co., of Boston, has gotten out a map of the city. TRANSFER & STORAGE acknowledges receipt of one of these maps.

Eric Werner, president and general manager of Werner Bros., Fireproof Storage Co., of Chicago, reports that the outlook for a good spring season in Chicago this year is excellent, both in the moving and storage line.

Expressmen's Delivery Co., of Omaha, Neb., has been consolidated with Gordon's Fireproof Warehouse & Van Co., which has changed its name to Gordon Fireproof Warehouse & Van Co.

Crandall Express & Transfer Co., of Moline, Ill., announces a change in name to Crandall Transfer & Warehouse Co.

Union Trunk Co., of Jackson, Mich., has altered its cognomen to Union Truck & Storage Co.

Schludenberg & Sons of Baltimore, Md., are planning the erection of a new storage warehouse on Eastern avenue in that city.

West End Storage Warehouse

202-210 West Eighty-Ninth St.,
Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults.
NEW YORK CITY.

**Metropolitan Fire Proof
Storage Warehouse Company**

39-41 West Sixty-Sixth St.
STORAGE, CARTAGE, PACKING.

Julius Kindermann & Sons

FIREPROOF STORAGE WAREHOUSES
Storage for Household Effects, Automobiles, Etc.
1360-62 Webster Ave., near 170th St.
NEW YORK CITY.

OIL CITY, PA.

**Carnahan Transfer & Storage
COMPANY**
STORAGE AND PACKING

PARKERSBURG, W. VA.

**Parkersburg Transfer &
Storage Co.**
101-113 ANN STREET.
Distributing and Forwarding Agents.
Track in Building.

PHILADELPHIA

CITIZENS' EXPRESS COMPANY,
Theo. Gabrylewitz
Drayman—Shipper—Distributor
HEAVY HAULING
Parcel Delivery.
Auto Delivery.
31 North Sixth St.

PITTSBURGH, PA.

**Haugh & Keenan
Storage & Transfer Company,**
Center and Euclid, East End.
PITTSBURGH, PA.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

MURDOCH STORAGE & TRANSFER COMPANY,

Successor to

W. A. Hoevler Storage Company,
Office and Warehouses
516 NEVILLE STREET, PITTSBURGH, PA

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing | **GENERAL**
of Furniture and Pianos | **HAULING**

J. O'NEIL, EXPRESS AND STORAGE

813 W. Diamond Street, Northside.

Unsurpassed Facilities for Sto-
ing, Handling, Transferring
and Forwarding Goods.

UNION STORAGE CO.,

Liberty and Second Ave.,

GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING.

PORTLAND, ME.**Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.
Special attention to Carload Consignment.

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS

Special Attention Given to Pool Cars

ROCHESTER, N. Y.**Rochester Carting Company,**

164 ANDREWS STREET.

Movers of Pianos and Household
Furniture.

Baltimore Storage & Moving Co., is making preparations for a new warehouse and stable in the rear of 1710-20 Edmondson avenue, Baltimore, Md. The building will be of fireproof construction with concrete foundation and will have dimensions of 64 by 112 feet.

Incorporations.

Council Bluffs, Ia.—Claar Transfer Co., transfer and storage Capital \$25,000.

Omaha, Neb.—Peoples' Transfer Co., Capital, \$300,000.

Rochester, N. Y.—Prince Storage Co., Capital, \$5,000.

New York, N. Y.—Micheal F McCarthy, Inc., trucking.

Charleston, N. C.—Sumter Transfer Co., Capital, \$2,000.

New York, N. Y.—Downtown Carting Co., Inc. Capital, \$1,500.

Kansas City, Mo.—Jitney Transportation & Storage Co.

Houston, Tex.—South Texas Transfer & Warehouse Co. Capital, \$5,000.

New York, N. Y.—John Van Hasselt Corporation, trucking. Capital, \$1,000.

Princeton, Ind.—J. Y. Brown Livery & Transfer Co. Capital, \$1,500.

Detroit, Mich.—Prouty Livery Co. Capital increased to \$25,000 and name changed to M. McKinnon Cartage Co.

Louisville, Ky.—Banner Transfer Co., carting, trucking, transfer. Capital, \$8,000.

Richmond, Va.—Mitchell Bros., Inc., transfer. Capital increased to \$15,000.

Corydon, Ky.—Kentucky Storage Warehouse Co. Capital, \$15,000.

Menominee, Wis.—City Dray & Transfer Line, transfer. Capital, \$25,000.

Pasadena Transfer & Storage Co., of Pasadena, Cal., has begun improvements and enlargements to its plant, which is again under the management of H. G. Cattel, president, who has been absent for 3 years. A new building, 80 feet square, of concrete construction, will be put up. This structure will contain separate vault for trunks and valuables and dustproof rooms for pianos and fine furniture. R. R. Sutton continues with the company as secretary.

A non-fireproof warehouse belonging to Harder's Fireproof Storage & Van Co., of Chicago was damaged by fire recently. It is understood that this building is to be replaced by a modern fireproof structure.

San Francisco Warehouse Co., 625 Third street, San Francisco, Cal., has been elected a member of the American Warehousemen's Association.

Scobey Fireproof Storage Co., which began operations in San Antonio, Tex., last April, is already finding it necessary to increase facilities to take care of the rapidly growing business. The plant is most modern and up-to-date in all respects, the larger part of present capacity being devoted to household goods, with special rooms for pianos, silver, rugs, etc., and the remainder to merchandise storage. With the contem-

ST. LOUIS, MO.**Columbia Transfer Company**

Special attention given to the
distribution of car load freight.

Depots: St. Louis, Mo., and East St.
Louis, Ill.

FOUND

what every trans-
fer man wants.

The G G G

(Trade Mark)

Hame Fastner**GUARANTEED**

"The G. G. G." is stamped
on every Fastner

\$4.00 per Dozen, delivered**For Sale by Dealers****G G G Metal****Stamping Co.****Warren, - - Pa.****P. F. BURKE**

DANIEL & D STS. SO. BOSTON, MASS.

MANUFACTURER OF

PATENT STEEL TOE CALKS

BLUNT AND SHARP

Also BURKE'S IMPROVED

HORSE SHOERS' FOOT VISE

DIES FOR WELDING SHARP CALKS



TRANSFER & STORAGE

NEWTON'S Heave, Cough, Distemper
and Indigestion Cure
The Best Conditioner*The Best Worm Expeller*

Because it is largely an Indigestion and Blood Remedy. INDIGESTION causes Heaves, Cough, Colic, Scouring or the opposite, Staggers, Vertigo, Intestinal or Stomach Worms, Abnormal Conditions of the Stomach and Bowels. NEWTON'S cures Colds, Cough, Distemper. Death to Heaves. Best package, screw-top can. Absolutely most economical to use. The leader, not a follower. A Veterinary Remedy backed by 23 years increasing sales. Price 50c and \$1.00 per can at dealers' or direct.

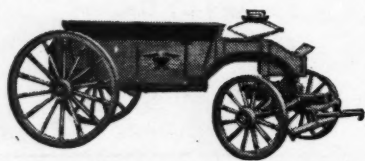
THE NEWTON REMEDY CO., Toledo, O.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,
303 Wulsin Building,
Indianapolis, Ind.

If you do not use Eagle Dump Wagons, we both lose money. Address.



THE EAGLE WAGON
WORKS,
Auburn, N. Y.

PRACTICAL, SANITARY
AND WELL VENTILATED
STABLES INCREASE
THE WORKING CAPACITY
OF YOUR HORSES.

ALFRED HOPKINS,

Architect

Expert on stable construction and ventilation.
101 Park Ave., New York City

plated addition the Scobey company, will have over 750,000 cubic feet of space, all inside modern fireproof construction.

Peter Hughes Express Co., of Cincinnati, Ohio, is sending out some neat little advertising novelties in the form of erasers. TRANSFER & STORAGE acknowledges the receipt of one, and it's not taken as a hint.

Gus K. Weathered, who has been in the livery business in Waco, Tex., for 4 years, has returned to that city from Dallas where he has been spending some time with the Dallas Transfer Co., acquiring information as to methods of handling drayage and storage. He will engage in the storage and transfer business in Waco, making his headquarters at 813 Franklin street.

WANTED

We are in the market for a wagon to carry 25 tons. Also 25-35 and 50 ton jacks. Ryan Brothers, 545 West Lake street, Chicago, Ill.

To buy good furniture van. Star Van & Storage Co., Lincoln, Nebraska.

To buy Storage and Transfer Business in good, live town. Address W., 4615 Clifton avenue, Chicago, Ill.

Manager—Capable business man, Canadian, age 31, possessing lots of energy, initiative and thorough business training, seeks engagement as manager or other executive position. At present and for past 5 years manager of large storage and Forwarding business. First class office man and all-around executive. Highest credentials. Address Box C-2, care of TRANSFER & STORAGE, Westinghouse building, Pittsburgh, Pa.

FOR SALE.

In southern California, Transfer and Storage business for \$15,000. Use both motors and horses. Pays well. Address Box R4, care of TRANSFER & STORAGE, Westinghouse Building, Pittsburgh, Pa.

A transfer business in a thriving Western town with railway and water connections. Fully equipped, horses and auto-trucks, warm climate. For further particulars address Box SF-5, care of TRANSFER & STORAGE, Westinghouse Building, Pittsburgh, Pa.

Public Sale—Tuesday, March 23, at stables, rear of Acme Warehouse, corner Mill and Lincoln streets, Akron, O., 12 head A No. 1 horses, matched teams, ages 4 to 10 years, weights 1,400 to 1,600 pounds, and harness, windlass trucks, box trucks, vans, stake drays, dump wagons, piano hoists, 85-foot 2-ton chain hoist, 10 foot, 2-ton hoist, 20-foot, 1-ton hoist, and complete outfit of movers' and riggers' tools and equipment. Sale commences 9 a. m. F. N. Fuchs, Akron, O.

THE LOEB PIANO TRUCK
Adjustable to Any Stairway

Portland, Ore.

Adam Loeb & Sons.
Gentlemen: It gives me pleasure to recommend your Piano Truck, which I now use in preference to any other. I have been in the transfer business for the past 25 years, and have never seen its equal for piano moving.
Yours very truly,
C. M. OLSEN.

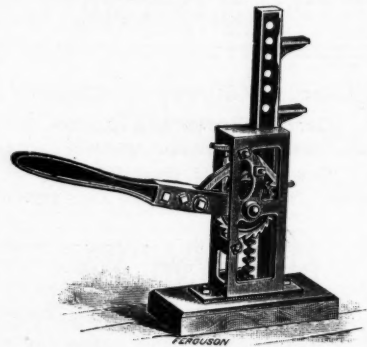
Adam Loeb & Sons
20 Albina Ave., Portland, Ore.



Loading Pads
Wagon Covers, Piano Covers
Piano Dust Covers
Keyboard Covers
Parlor or Baby Grand Covers
Canvas Goods, Twine,
Rope, Etc.

Wm. A. Iden Co.
564 Washington Blvd., Chicago, Ill.

THE SAMSON JACK



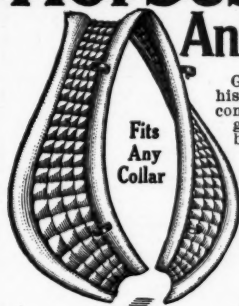
This Jack is made of Air-refined Malleable Iron with Steel Bolts, and is used for raising heavy trucks and coaches, and comes in two sizes,

No. 1\$4.00
No. 2 5.00

WRITE US.

L. J. KELLY MFG. CO.
ALBANY, NEW YORK

A Square Deal For Your Horses And for Yourself



Fits
Any
Collar

Give your horse a fair chance to do his work. TAPATCO pads mean more comfort for him. They bring you greater comfort because he can do a bigger day's work.

The collar that fits now may not fit two months later, as few horses retain winter weight in spring. This makes the collar chafe and gall. Often bleeding sores are caused.

The collar can't be adjusted to meet the trouble. Your horses need

HORSE COLLAR PADS
TAPATCO
REGISTERED TRADE MARK
BRAND

End Galled Necks and Sore Shoulders—Increase the Working Power of Your Horses

They fit right because they are made right. Thirty-three years experience. We ourselves make practically every part of these pads even down to spinning the drilling from raw cotton.

Filled with our own Special Composite Stuffing—light, soft, springy and very absorbent. No dirt, no trash, no short, cheap liny hair with hide attached to attract rats and mice.

TAPATCO pads are so constructed as to insure proper ventilation. They absorb all sweat and prevent Bruises, Galls and Chafing.

Ask Your
Dealer

PADS FOR HORSES

Ask Your
Dealer

THE AMERICAN PAD & TEXTILE COMPANY, GREENFIELD, OHIO

Best Holding Nail

One reason why so many Team Owners prefer "Capewell" nails—they hold best.

Keen business men plan to keep horses and men on the job during working hours. If time is lost or wasted, profits suffer.

Nails which fail to hold shoes properly are really a costly investment, all things considered. They are responsible for many a lost shoe and lost hour.

"Capewell" nails give maximum service and satisfaction. Best in the world at a fair price—not cheapest regardless of quality.



Our Trade Mark—a pattern on the nail head formed by lines crossing each other diagonally. Look for the mark.

You can't afford to
Accept a Substitute

The Capewell Horse
Nail Company

Hartford, Conn.,
U. S. A.

"Horse Sense"



WHAT IS
YOUR
SOLUTION
OF THE
HIGH COST
OF LIVING

VERY SIMPLE
MY OWNER
FEEDS ME
CRUSHED
OATS!



The Horse Cost of Living

can be solved by

The National Oat Crusher

Your grain bills have been steadily increasing during the past few years and present indications are that you will pay much more for oats during 1915. The saving of 25 per cent of your feed bill means more to you now than it did a few years ago.

In addition to the saving in money, you must consider also that crushed oats are better in every way for your horses. On this feed horses will stand the strain of hard work and will be less likely to have colic, because crushed oats are more easily digested.

The NATIONAL is used by many of the largest transfer and storage firms in the country. We shall be glad to refer you to these firms because we believe that those who have used our machine will convince you that you should have one. An important part of the equipment of every modern stable should be a

"NATIONAL" OAT CRUSHER

with a

DIRECT CONNECTED MOTOR

Simple to set up and simple to operate.
A post card will bring particulars.

W. R. BELLOWS CO.

Selling Agents

97 Warren St.

New York City

F.F. HOPKINS MFG. CO.

Successors to
CASSEL & HOPKINS.

322 W. Lake Street

CHICAGO

Manufacturers of

**Warehouse and Van
Supplies**

CANVAS GOODS, COAL BAGS, ETC.

WRITE FOR PRICES ON ANYTHING IN WAREHOUSE AND VAN SUPPLIES.

**AUTO TRUCK COVERS
HORSE & WAGON COVERS**

MADE FROM

BAYONNE
WATERPROOF
CLOTH

ANY SIZE

OTHER ARTICLES IN OUR LINE

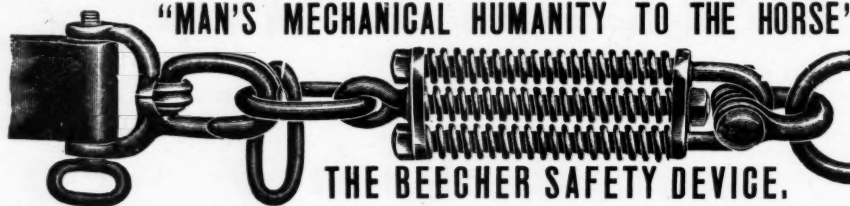
Paulins—All Kinds
Piano Covers
Dust Covers
Van Loading Pads.

Piano Hoists
Hoisting Belts
Surcingle Belts
Piano Dollys, Etc.

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"**THE BEECHER SAFETY DEVICE.**

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

Keep a bottle of
COLT'S COLIC COMPOUND
in your stable for the
emergency treatment of
COLIC, CRAMPS, DYSENTERY, ETC.



Satisfaction or your money back.

Price, \$1.50 per bottle, 6 bottles for \$7.50.
Express prepaid.

Order to-day from

COLT'S REMEDY CO.

307 East 79th St.,

New York City.

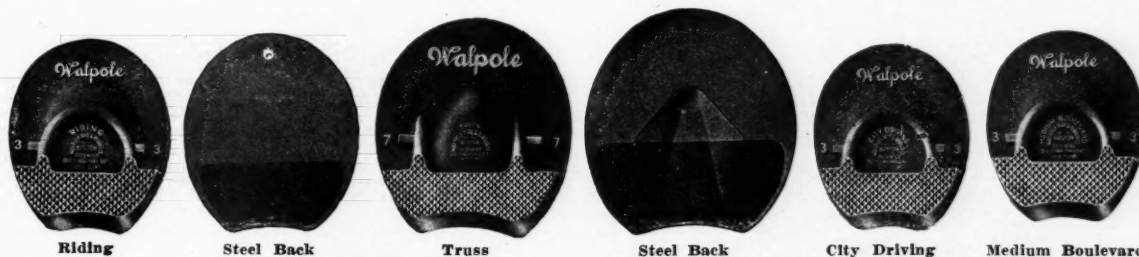
Established in 1866.

Transfer and Delivery Wagons

Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.

QUINCY, ILL.



Walpole

Horseshoe Pads

Steel Back ————— Leather Back ————— Canvas Back

The spring steel plate is what makes Walpole Horse Shoe Pads superior to all others. It not only supports the frog as Nature intended thus preventing both inflammation and contraction—by giving the frog a natural support—but also increases the wearing quality 100%.

Can be so regulated as to absolutely relieve all soreness or tenderness.

Insist upon the Walpole of your dealer. In the unlikely event of his not having the Walpole write us and we will see that you are supplied.

Walpole Tire and Rubber Company, Walpole, Mass.

"Essential to Anyone Keeping Horses"

MIDDLESEX MEADOWS FARM
South Lincoln, Mass.

October 9, 1914.

Frank R. Blake Supply Co.,
1128 Salem St., Malden, Mass.

Gentlemen:

I am in receipt of your letter of October 7, asking me if the Oat Crusher which you put into my new stable is working in a satisfactory manner.

It gives me great pleasure to be able to tell you that I consider it not only a good thing, but also almost essential to any one keeping horses. Animals or horses eating uncrushed oats are much more liable to get colic, and in addition to this a great deal of the nutriment in the oats is wasted.

I have studied the matter with a good deal of care, and have decided that not only in the case of race horses in training, but also in the case of all work horses, an Oat Crusher is of the greatest benefit. The Oat Crusher which you have sent to me has certainly done its work thoroughly well, not only crushing the oats, but also cleaning them, which if done by hand would take a good deal of time.

It will always be a pleasure to me to recommend your oat crusher to anyone.

Yours very truly,

(Signed) A. HENRY HIGGINS.

Mr. Higgins Uses a

BELL OAT AND CORN CRUSHER

Patentees and Sole Manufacturers

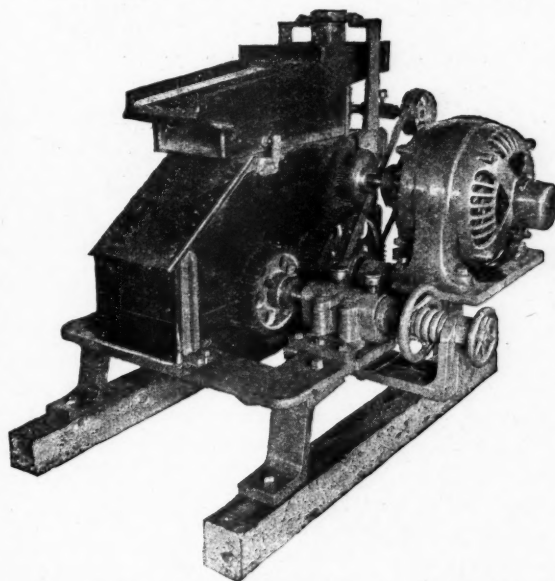
W. L. McCULLOUGH CO.

YPSILANTI, MICH.

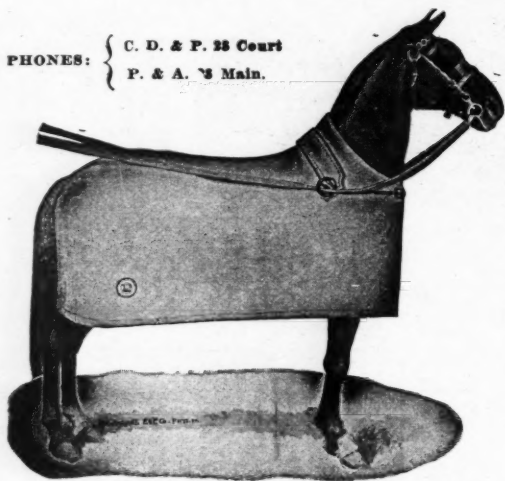
Write for Catalogue and Prices.

AGENCIES:

Guy E. Tracy, 225 Fidelity Building.....	Buffalo, N. Y.	Frank R. Blake Supply Co., 1128 Salem St.	Malden, Mass.
A. J. Stoltz, 329 Clinton St.....	Milwaukee, Wis.	H. B. Fridstein, Room 606, 37 So. Wabash Ave.....	Chicago, Ill.
R. C. Kellogg, Granite Bldg.....	St. Louis, Mo.	G. A. McPhail, 253 Concord Ave.....	Detroit, Mich.
Sam. V. Thompson, 3213 East 6th St.....	Kansas City, Mo.	W. C. Young, 916 Arch St.....	Philadelphia, Pa.
Twin City Oil Co., Ltd.....		Berlin, Ont., Canada	



PHONES: { C. D. & P. 28 Court
P. & A. 8 Main.



We are
The Original and Only
Manufacturers of the
famous

STAG BRAND WATERPROOF

**HORSE
- - - AND - -
WAGON
COVERS.**

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburgh Waterproof Co.

435 Liberty Street, PITTSBURGH, PA.

Excello Horse and Mule Feed



BUSINESS MEN WANT RESULTS—Excello Horse Feed stands for efficiency and economy—It represents all that science and years of practical experience can produce—

Mr. Michael Doyle, of Philadelphia, Pa., writes.—“I have been feeding Excello Feed for the last two years. It has proven to be the best feed I have ever fed to my horses. I do not know what colic is since I have been feeding EXCELLO, and furthermore I have had no overheated horses since then, as they all perspire freely and do not blow in hot weather.”

Mr. Doyle feeds nearly sixty horses. Just think! For two years this immense stable has had no colic and no overheated horses. Mr. Team Owner, is this not worth your earnest consideration? Look at the “TAG ON THE BAG” of Excello Horse Feed. Note the pure clean ingredients and their relative feeding values in protein, fat, etc., and you will see why the BIG BARNs are feeding Excello Horse Feed.

Ask any Excello Feeder or write to us.

Excello Feed Milling Co.
St. Joseph, Mo.

TRANSFER & STORAGE



USE Giant Grip Shoes and Calks

The only Calk that will keep a horse from slipping in the winter time.

We have been using Giant Grip Shoes and Calks on our horses. They are the best we ever saw for all kinds of use. Our streets are mostly of brick and there is nothing harder on shoes. We have horses that weigh 1,600 pounds that have worn one set of Giant Grip Calks for 4 weeks.

S. E. VARDAMAN, Sec. and Treas.,
Muncie Builders' Supply Co., Muncie, Ind.

GIANT GRIP SHOES are the finest, most carefully made, most durable horse shoes obtainable. Made according to our own secret process from Dead Soft Open Hearth Steel—drop forged—positively unbreakable.

GIANT GRIP CALKS are made of genuine Tool Steel. They are Drop Forged. They absolutely will not break—twist—or fall out. They stay sharp—provide a "toe hold" after long, hard wear (as proof of this fact read the letter printed above). You can extract old Giant Grip Calks and insert new ones yourself. Resharp a horse all around in less than 5 minutes. And do it without taking off the shoes.

Because they are made of Tool Steel they wear thrice as long as the Calks on old-fashioned shoes. Because they can be inserted in the shoe without taking off the shoe, they save the horses' hoofs because they necessitate fewer nail holes.

The big "G" stamped at the end of shank of every genuine Giant Grip Calk is for your protection. See that you get the Calks stamped with the "G."

ALL EXPERT HORSESHOERS CAN SUPPLY YOU WITH GIANT GRIP CALKS.

They come 50 to a box—3 styles—all sizes. Sharp Chisel blades—dull blades—and Jumbo Dull Blades. See illustrations above. If your horseshoer cannot supply you—write us and send us his name. We will supply you through him.

Write for
Free Booklet
and
Sample Calks.



We also make
Mule Drive
Calk Shoes.

The Giant Grip Horse Shoe Co.
OSHKOSH, WISCONSIN.
46 Osceola St.

DON'T RISK Breaking Your Horses Legs!

Protect them against the dangers of sliding, straddling, falling on ice covered roads or wet, slippery, paved roads. Save yourself the cost of constant sharpening of calks of old-fashioned shoes. Thousands of horse owners in general now use Giant Grip Shoes and Calks to protect their horses and their pocketbooks. Edward J. Compt, Practical Horseshoer, Racine, Wis., writes: "I have supplied more Giant Grip Shoes and Calks this fall than I have screw calks for five years. Screw Calks are a thing of the past."

The Calks have tapered shanks and simply drive in the tapered calk holes of the shoe.

No riveting or fastening calks in. The taper holds the Calks in. Calks can be extracted in a jiffy without removing shoe from hoof.



Sharp



Extractor.



Dull



Jumbo Dull

A GOOD PLAN TO FOLLOW:

Get your horses shod with Giant Grips a few weeks before the icy season begins, calking the shoes with Jumbo Dull Calks. On the first icy morning all you have to do is to extract the dull calks and put in those of our sharp blade type. Your teamster himself can resharpen a horse all around in less than five minutes. With less than ten minutes' work your teamster can recalk your team with sharp Giant Grip Calks instead of having both team and teamster hanging around the horseshoer's shop waiting their turn to be shod.

TRANSFER & STORAGE

SPRING STEP RUBBER HORSE SHOES

100 Per Cent
Horse Power

No
Slipping

100 Per Cent
Efficiency

Modern Shoe-
ing to Meet
Modern
Conditions

Order a Trial
Pair Through
Your Horse-Shoer
and
Be Convinced

Pointed Remarks

Resilient
Rubber

One
Upright
Steel Bar

Special
Steel
Base

Rubber
Always
Grip the
Ground.

Counter-
sinking
and
Punching
Correct.

Perfect Security of Foothold under All Conditions.

NO SPIKES

NO CALKS

NO SHARPENING

REVERE RUBBER CO.

PATENTEES
and SOLE
MANUFACTURERS

Chelsea, Mass., U. S. A.

Branches — Boston,

New York, Pittsburgh, Chicago,

New Orleans

Spokane,

San Francisco,

Seattle

